

885

# AMERICAN NURSEYMAN

and The NATIONAL NURSEYMAN



JANUARY 15, 1940



**Cotoneaster Hupehensis**

**Western Association Celebrates  
Record Attendance at Chicago  
Identifying Woody Plants in Winter  
Excerpts from a Plantsman's Notebook**

# AMERICAN NURSERYMAN

and The NATIONAL NURSERYMAN

F. R. KILNER, Editor

Published on 1st and 15th of month by  
AMERICAN NURSERYMAN  
PUBLISHING CO.

508 S. Dearborn Street, Chicago, Ill.

Telephone: Wabash 8194

New York Office—67 West 44th Street  
N. L. Huebsch Tel., Murray Hill 2-4871

SUBSCRIPTION: \$1.00 per year; outside  
United States, \$1.50. Single copies, 10c.

ADVERTISING: Rates on application.  
Forms close five days before date of issue.

Entered as second-class matter Dec. 14, 1932,  
at Chicago, Ill., under act of March 3, 1879.

JANUARY 15, 1940 Vol. LXXI, No. 2

Table of Contents.....Page 32  
Index to Advertisers.....Page 34

## BUSINESS IS BRISK.

That barometer of the nursery business, the annual convention of the Illinois State Nurserymen's Association at Chicago, this year reflected the good retail sales of the past autumn and the anticipation of better spring business ahead. The attendance at this meeting, at least in the lobby, reflects the wholesale trade of the season, and not for years has there been such a gathering of those who sell and buy, from far and near. At least a half dozen came from the Pacific coast and a considerably larger number from New England, with points in between and the south well represented. It is an understatement to say that more than half the states of the Union were represented in the attendance.

While shortages are becoming apparent of some items, there are ample supplies, by and large, in one section or another.

Home planting the past year has developed decided demands for nursery stock, and the forecast for a large increase in home building in 1940 leads nurserymen to prepare for heavy calls in spring.

Evidences of improvement in nurserymen's fortunes and of brisker activity ahead were regarded at Chicago as distinctly encouraging.

## RADIO GARDEN CLUB.

Annual report on the activities of the Radio Garden Club, which originates at WOR, Newark, N. J., and is

## The Mirror of the Trade

carried by the Mutual broadcasting network to a total of 124 stations in the United States and Canada, indicates that listener response came from pretty nearly every state of the Union, as many from California as Connecticut and almost as many from Washington as from Massachusetts, though the greatest response naturally came from the states of New York, New Jersey and Pennsylvania.

The programs are presented by the agricultural extension service of Rutgers University, New Brunswick, N. J., on Mondays and Fridays at 11:45 a. m. eastern standard time. In the eight years that the programs have been on the air, splendid talks have been given by nurserymen, garden club leaders, members of the university staff and specialists from the botanic gardens of New York and Brooklyn.

Ben Blackburn, landscape gardening extension specialist, started a series on "Trees for your Garden," January 5, and Henry Leuthardt, espalier specialist, spoke January 12 on "Trained Trees." For those who may wish to listen in, the following list of speakers is given:

January 19, "Vine Patterns," by Dorothy Jenkins, author.

January 22, "Gardens of the World: Italy," by Dr. C. H. Connors, New Jersey college of agriculture.

January 26, "Practical Potting," by Montague Free, horticulturist, Brooklyn Botanic Garden.

January 29, "Branch Patterns," by Edith Morton, Federation of Garden Clubs of Bergen County.

February 2, "Gardens of the World: Spain," by H. Stuart Orloff, landscape architect.

February 5, "Greenhouse-keeping," by Wilma M. Mafit, horticulturist.

February 9, "Beginning a Garden of Annuals," by Mrs. George Andrews, president, White Plains Garden Club.

## COTONEASTER HUPEHENSIS.

The Hupeh cotoneaster, *Cotoneaster hupehensis*, from central and western China, is one of the outstanding species of this fine genus of ornamental plants. At maturity it attains a height of about six feet, and its spreading and arching branches bearing purplish-green leaves make it exceedingly attractive. The foliage, about average size for the cotoneasters, is decidedly hairy beneath and takes on a yellowish fall foliage color.

Most of the cotoneasters are con-

sidered of minor importance as flowering shrubs. The abundance of white flowers produced in May makes the Hupeh cotoneaster one of the best species of this genus and a plant which would rank favorably with many other shrubs in flower. The white flowers are followed by an abundance of brilliant red fruits in the fall. Few shrubs are more attractive in fruit.

All the cotoneasters are somewhat more particular in their soil requirements than many of our other common shrubs. As a group they should be given a sunny exposure and a well drained soil, containing ample quantities of organic matter. The Hupeh cotoneaster is not an exception in these requirements. As considerable difficulty is often experienced in transplanting these plants, they should be moved in favorable seasons, with a soil ball. Extra-good care should be given the plants during the moving process and thereafter until they become established.

Propagation may be by seeds or softwood cuttings. Seeds should be gathered as soon as ripe, cleaned and stored dry until January, when they can be stratified in slightly moist sand and peat until they can be planted out in well prepared seedbeds in the fall. If only a cold temperature of about 40 degrees Fahrenheit is given the seeds during the stratification period, they may or may not germinate the first season. If the stratified seeds can be held at a temperature of about 65 to 70 degrees for two to two and one-half months, followed by a similar period at the 40-degree temperature, germination usually occurs during the first season.

The Hupeh cotoneaster finds its use as a specimen plant, for border planting and for refined groups. Good habit of growth and foliage, fair flowers and excellent fruit make this plant useful in landscape planting.

L. C. C.

THE annual camellia show of the Sand Hills Garden Club will be held January 27 and 28 at the Old Medical College building, Augusta, Ga., drawing exhibits of amateurs and professionals from local and distant points.

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

JANUARY 15, 1940

## Western Association Celebrates

*Large Attendance Features Golden Anniversary Convention of Western Association of Nurserymen and Allied Organization Meetings at Kansas City, January 3 to 5*

Half a century of trade organization was completed by the Western Association of Nurserymen with the annual convention held at the Hotel Muehlebach, Kansas City, Mo., January 3 to 5. With the exception of three or four years, every annual meeting has been held at Kansas City.

This year's meeting opened Wednesday afternoon, January 3, with an informal session for retail nurserymen. E. H. Smith, York, Neb., presided as chairman, and George W. Holsinger, Kansas City, was secretary.

Reports of trade conditions were made by members from various parts of the country. All sounded a note of optimism in spite of discouraging experiences caused by drought in the past several years and other causes over which there seemed to be no control. Hope for the future and preparations for an active spring business soon to open were expressed unanimously.

George Marshall, Arlington, Neb., said there had been a series of dry seasons in parts of his state with resulting poor crops and declining prices for land. While the nursery business was not good, it was better than could be expected in the face of conditions. Cities and small towns have fared better than farming areas, he said. The people are still tree-minded and ready to buy as soon as they can. Grove trees have been badly damaged, many of them destroyed, by dry weather, and to replace these, new trees will be planted one by one as the money is found available.

J. E. Conard, Stigler, Okla., reported normal business for the past fall, most of the orders being from cities. While sales are still nothing to brag about, they could be worse.

J. E. Bruce, Des Moines, told of there being no rainfall in parts of Iowa for several months, but said nursery sales are somewhat ahead of last year's. Local business last fall was good, far ahead of the same time in 1938. With even fair moisture next spring good business is anticipated.

Edwin J. Stark, Louisiana, Mo., said that drought had hurt the fall business, but he is looking for better things this coming spring. Cutting down the exporting of apples has hurt business; nevertheless, a fair demand is anticipated for spring.

A. McGill, Fairview, Ore., said there was always plenty of moisture in his state. The coast towns are building many new homes and this is having a good effect on all business.

T. E. Griesa, Lawrence, Kan., said that his state was affected by the same elements as other sections. Nurserymen are depending more on city business. Good stock is being pro-

duced despite unfavorable conditions.

R. L. Davidson, Hastings, Neb., said his part of the state had had no moisture since July 4, but town dwellers are ready to plant more than before. New homes are being built, and grounds will be planted more than in the past.

George Sneed, Oklahoma City, Okla., told of having had sufficient rain up to September, but dry weather since. Shade tree sales are off, also sales of shrubs. Trade in small towns was active last fall, although the ground was dry. Around Oklahoma City business is fair. Demands for fruit trees show increases.

C. D. Wagoner, Hutchinson, Kan., reported no farm trade last fall, because of drought. Landscape business was fair. The government, he said, is financing landscape plantings on F. H. A. loans.

C. C. Smith, Charles City, Ia., reported a splendid season. Much home building is going on in Iowa towns. There were more than 100 days of continuous fall planting. Landscape work was on a better scale than ever before.

Business around Fort Worth, Tex., was similar to that in Oklahoma after the rains in November, according to Edward L. Baker. Building permits are running high.

J. A. Boyd, McMinnville, Tenn., said that corn ran only about twenty-five bushels an acre, but still November and December business picked up. The next few months are expected to show improvement.

C. A. Chandler, Kansas City, Mo., said that rains in the early fall made up for some of the lost business earlier. Planting was done up to December 22, right into the Christmas business, the first time that such a thing has hap-



Edwin J. Stark.  
[President-elect, Western Association.]



pened in his experience, Mr. Chandler remarked.

Wholesale lists falling into the hands of retail buyers have caused annoyance to wholesalers in the past. Discussion of this matter resulted in a recommendation that wholesalers publish their lists with selling prices fifty per cent higher than trade prices. C. A. Chandler told of publishing two lists, with prices the same in both. Covers are of different colors, however, the catalogue for wholesalers being subject to discounts.

#### Opening Session.

The general session of the association opened at 10 o'clock Thursday morning, January 4, with a call to order by President Ralph Ricklefs, Salina, Kan. A roll call of firms was made.

Charles Williams, chairman of the membership committee, reported ten applications, all of which were accepted. The minutes of last year's meeting and the financial report for the year were read by George W. Holsinger, secretary-treasurer, after a report by the auditing committee, composed of J. E. Conard and H. J. Deems. President Ricklefs then made his annual address.

Announcement was made of the receipt of a case of holly from the Holly Ranch, Junction City, Ore., and a letter was read from L. Bushnell, who made the gift. The holly was used to decorate the tables in the hotel, the speakers' table and for other decorative purposes. A letter was read from Governor Lloyd Stark of Missouri; it conveyed his regret at being unable to attend the convention.

President Ricklefs then announced the following committees: Nominating—William J. Smart, Dundee, Ill., chairman; Harley J. Deems, Charles City, Ia.; C. D. Wagoner, Hutchinson, Kan., and J. Frank Sneed, Oklahoma City, Okla. Obituary—C. C. Smith, chairman; Charles Scott, and Thomas Rogers. Resolutions—Chet G. Marshall and J. B. Falt.

#### Kansas Group Meets.

After the morning session, a meeting of the Association of Kansas Nurserymen was held in the Trianon room, where the general sessions had been held, with President C. D. Wagoner presiding. Charles A. Scott, McPherson, brought up the subject of the federal government's maintaining nurseries. Mr. Scott announced that

the Kansas state industrial commission had agreed to work with the commercial nurserymen. In order to obtain this cooperation, the commercial nurserymen must fill out questionnaires, which have been mailed to them, giving full information of their nurseries. Mr. Scott made a motion that the association go on record as opposing government-maintained nurseries and the selling of stock by these nurseries. This motion was passed.

J. J. Pinney, Ottawa, favored an arboretum for Kansas. The Kansas Landscape Architects' Association has been working for some time on this matter, Mr. Pinney said. There is land available for such a purpose and it would be a distinct advantage to the state. Ralph Ricklefs made a mo-



C. C. Smith.  
[Elected Secretary-Treasurer, Western Association.]

tion in favor of the movement, which was passed.

The hauling of nursery stock in private trucks and the taxing of these trucks came up for discussion. Permits are required where nursery trucks haul heavy loads beyond certain limits in the state. J. W. Sarber, Topeka, told of having an opinion from the attorney general of Kansas about two years ago, but since had to pay a carrier's permit. Charles A. Scott suggested asking the attorney general for a ruling, placing the nurserymen under the heading of agriculturists. A committee was named as follows to handle the matter: Charles A. Scott, George Wilson, T. E. Griesa, C. D. Wagoner and John Pinney.

#### Dr. Cannaday's Address.

Dr. J. E. Cannaday, Sedalia, Mo., was the first speaker on the afternoon

program, January 4. His subject was "An Outsider Looks at the Nursery Business," but he began by telling briefly of a trip to Labrador and Newfoundland last summer and finding on his travels evergreens growing so closely together that even a cat could not make its way through the undergrowth. Those same evergreens, he said, are almost black from the tannic acid in the tundra.

The necessity for good, hard work, without too much regard for the number of hours put into it, and for a return to simpler living was stressed by the speaker. The basic requirements for success, outlined by one of the largest manufacturing units in the country, were repeated by Dr. Cannaday. They are: Cleanliness, investigation, depending on one's own ability, using what one has and knowing how to spend money. He also gave a list of commandments, including the saving of one-tenth of what one earns or makes in business, regardless of salary or income.

Finally, in a tribute to his audience, Dr. Cannaday said that in twenty-five years of buying nursery stock he had never received any bad merchandise. Those engaged in the business are in a field that provides not only profit for themselves, but opportunities for beautifying the lives of others and thus improving the world.

#### Trends in Selling.

A symposium on "Modern Trends in the Selling of Nursery Stock" proved interesting. Salesmen, sales yards, radio, mail-order and landscape phases of the subject were handled respectively by A. Williamson, Harrison Nursery Co., York, Neb.; John Sarber, Sarber Nursery Co., Topeka, Kan.; Paul Wilkinson, Henry Field Seed & Nursery Co., Shenandoah, Ia., and Charles W. Williams, Williams & Harvey Nurseries, Kansas City, Kan.

Mr. Williamson contended that personal contact is the best sales method. His company requires applicants to fill out application blanks, and inexperienced men are often preferred, in order that they may be trained to the company's methods. Adherence to terms of contracts, selling campaigns based on high-class nursery stock and the closing of sales when contracts are made are necessary to make the nursery business a more highly specialized line than it has ever been.

Mr. Sarber believed that a clean and

[Continued on page 26.]



# On Coming "Of Age"

*Recollections of a Half-century with the Western Association of Nurserymen, Presented at the Kansas City Convention by Its Secretary for Twenty-four Years, George W. Holsinger*

This year, we nurserymen join the ranks of three veteran trade associations which have reached the half-century mark, celebrating our fiftieth annual meeting here in Kansas City. Like the Western Retail Implement and Hardware Association and Southwestern Lumbermen's Association, these annual meetings here have made us all feel that we're very much a part of this community. We wish it were possible to have with us today representatives of each of the seventeen firms which made up the original Western Association of Wholesale Nurserymen.

These men would undoubtedly remember the early-day Kansas City as a thriving little river town, with a lunging cable car whose uncertainties made a ride "uptown" a thrilling experience. They could recall for us the days of fine horses and tallyho carriages when the Blossom House, Centropolis, Coates House and Midland hotels were centers of the town's social life.

Unfortunately, records of a first meeting, sometime in 1890, are not in existence. We know, however, that such a meeting was held because of a reference to the "absence of elected officers" when a second session was held January 6, 1891, in the offices of Blair & Kaufman, located at what is now Ninth and Grand.

In those days this location must have been on the very outskirts of town, as most trade was centered "on the levee" close to the river's edge—streets being literally carved through a series of rocky bluffs. The present New York Life building was, in those days, the town's skyscraper.

Decided changes have also taken place in men's apparel. Early-day photographs show prominent members of the association in long frock coats and 3-inch collars topped with bow ties. There's a particularly good shot of George Marshall with a handle-bar mustache, looking very debonair indeed. But whatever the changes in customs and fashions in men's clothing, here was a close-knit friendly little group which has never grown too large to know each

other's problems intimately and to value highly the friendships resulting from the association.

At this second meeting, after the appointment of a temporary chairman, the following officers were elected to "revise the constitution and enlarge the membership": President, H. T. Kelsey, St. Joseph; vice-president, R. H. Blair, Kansas City; secretary-treasurer, Frank Worcester, Fort Scott, and an executive committee composed of D. S. Lake, Shenandoah, Ia.; G. J. Carpenter, Fairbury, Neb.; A. C. Griesa, Lawrence; W. P. Stark, Louisiana, Mo., and A. Ambrose, Nevada, Mo.

Of these founders, only W. P. Stark is with us today. On our invitation, he has come back to help us celebrate this fiftieth anniversary, together with Missouri's governor, Lloyd C. Stark, who served as president of the association in 1916.

Membership in the Western association, then as now, was by invitation only, each applicant firm being investigated by a membership committee. At one of the early meetings plans were made to invite leading nursery firms in all states west of the Mississippi to participate. How thoroughly this was accomplished is shown by current registration lists, which include representatives from Kansas, Missouri, Iowa, Nebraska, Oklahoma, Arkansas, Texas, Indiana, North and South Dakota, Min-

nesota, Illinois, Ohio, California and Oregon.

The early organization, known as the Western Association of Wholesale Nurserymen, had as its objective the "exchange of information on volume and condition of nursery stock, the regulation of prices, and the development of new processes for protecting and improving stock."

Each member, in those days, was required to submit a complete proposed price list for the ensuing six months together with a list of his growing stock. These lists were then tabulated by the secretary and distributed to all members as an index of the available stock and probable prices. Certainly these firms had large-scale operations. One early report, issued in 1896, showed the following volume:

Apple grafts planted.....	8,057,000
Apples, 1-year .....	4,712,000
Apples, 2-year .....	963,000
Cherry seedlings .....	1,025,000
Cherries, budded .....	708,000
Cherries, 1-year .....	608,000
Standard pear, 1-year.....	264,000
Standard pear, 2-year.....	190,000
Peach seedlings .....	3,500,000
Peaches, budded .....	1,923,000

The fertile Kaw valley seems to have been quite a fruit-growing territory, early reports showing records of large plantings of apple, cherry, pear, quince, peach, mulberry, plums and gooseberries, as well as a large number of grapevines.

Something of the large-scale operations of individual firms is shown in the report of a single firm in 1905 which showed, besides many other items:

Apple grafts and budded.....	3,000,000
Apples, 1-year .....	1,000,000
Apples, 2-year .....	50,000
Cherry seedlings .....	3,000,000
Cherries, 2-year .....	50,000
Standard pear grafts and budded .....	200,000
Peach seedlings .....	1,000,000
Peaches, 1-year .....	500,000
Gooseberries .....	95,000
Grapes .....	1,380,000

Except for occasional references to weather conditions or the development of new grafting processes or treatments, the early-day programs were similar to those of today.

Much discussion evolved around the whole-root piece-root controversy over methods of grafting; the

[Continued on page 27.]



George W. Holsinger.

# What Do You Get for Your Dues?

*Returns to Association Members for Annual Fees Enumerated in Address at Chicago Meeting by President of Illinois State Nurserymen's Association, Ernest Kruse*

In the last analysis, the only reason for a president's address is to tell the members what they have received for the \$10 which they have paid in the form of dues for the year.

In the first place, membership in this association offers you what I believe we can say without exaggeration is the best of the winter nursery meetings. It offers you an outstanding program on subjects which vitally affect the conduct of your business. It gives you a chance to contact a large number of your brother nurserymen and, because we realize that such contacts are an invaluable part of such a meeting, gives you plenty of time between programs for just such visiting.

That there is a value to that program and to those contacts is shown by the large number of associate members from other states that are always with us. Their membership dues have materially helped the association in building up a strong program and in making the convention alone a valuable return for membership.

But what we do in this convention will in reality be only a small part of the work that this association will have accomplished during the year.

What you did in effect when you elected your board of directors at the convention last year was to hire the services of nine men to discuss and protect your interests in problems affecting the nursery industry which might develop during the year. These men have held seven all-day meetings, at which a great many things of common interest have been discussed and from which have originated several definite actions in your behalf. The first of these was the appointment of a committee on specifications, of which Arthur Schroeder was chairman. Any of you who were attempting to sell material to any government agencies, particularly the Illinois division of highways, Chicago park board and any of the W. P. A. projects, know that many of their specifications, particularly as far as B. & B. sizes were concerned, were anything but practical. The agreements engineered by this committee are one of the most constructive accomplishments of the past year.

With the passage by the legislature of a recodification of all Illinois tax laws came a long-awaited opportunity to amend the statute to remove the archaic, though fortunately largely unenforced, personal tax on growing nursery stock. A special tax committee, with Arthur Palmgren as chairman, was appointed, which, with the indispensable assistance of the Illinois Agricultural Association, secured the introduction of the necessary bills in the legislature. Passed in the house of representatives by an overwhelming majority, this bill unfortunately became involved in a political dogfight in the senate and failed to receive sufficient votes for a constitutional majority, though the actual vote cast was favorable. We cannot point to accomplishment here, but the effort has proved that if the bill could have stood on its own feet it would have passed easily, and that with a little better understanding of the devious ways and means that affect the passage of laws in Springfield, our next effort should be successful.

Your legislative committee, of which A. H. Hill is chairman, has also been active. In addition to numerous other contacts, this committee made two trips to Springfield, one of which held the committee in Springfield for better than two days. It assisted in keeping the perennial horticultural license bill from coming up for consideration on the floor of either house and did considerable work in pushing the tax bill to a vote.

While these are unquestionably the outstanding committee activities of the year, other committees have also been active in your interests. You will hear a full report on all of these committee activities later in this meeting.

The men who have worked on these committees have given freely of their time, often during the busy season when it was a personal sacrifice for them to leave their places of business, and have done so at no cost to the association other than their actual out-of-pocket expenses. No immediate dollars and cents value can be placed on the work that they have done, but it will be reflected throughout the future in the ease and lessened cost

of doing business of every nurseryman in the state.

In the course of the year your secretary has compiled eight bulletins, containing up-to-the-minute information on the status not only of state legislative matters, but also federal, social security and wage-hour law regulations as they affect the nursery industry, together with other information of particular interest to all Illinois nurserymen.

It is unfortunate that it seems impossible to bring to all nurserymen an understanding of the actual value of the work which the association is doing in their behalf. The Illinois state nursery inspection lists give the names of 336 nurserymen, exclusive of berry growers, perennial growers and dealers. Of this number only sixty, or a scant eighteen per cent, are members of this association. True, this eighteen per cent operates 3,357 of the 4,100 acres devoted to nursery stock in the state—almost eighty-two per cent of the acreage—but, in these unsettled times, when the laws under which business is conducted are continually changing, any person who derives his livelihood from the nursery industry could well afford to belong to and receive the many benefits as well as advice and counsel that the Illinois State Nurserymen's Association has to offer.

## EASTERN IN STATUS QUO.

The Eastern Nurserymen's Association will continue another year with its present officers, but without payment of dues or holding an annual meeting.

This association, primarily concerned with the Japanese beetle and maintaining a strong treasury, has as president Frank S. LaBar, Stroudsburg, Pa., who recently sent each member a letter, stating that there was no present action necessary on the part of the organization and, in view of the number of trade meetings this month, the present officers would carry on another year without calling the members together, should a majority concur in that decision. Replies received indicate the agreement of the membership.

# Record Attendance at Chicago

*Business Activity and Interesting Program Combine to Draw Nurserymen from Many States to Annual Gathering of Illinois Association, January 9 to 11*

Drawing the best attendance in some years of nurserymen in the state, as well as of associate members and guests from other states, the twenty-fourth annual convention of the Illinois State Nurserymen's Association, at the La Salle hotel, Chicago, January 9 to 11, held interest throughout the three days by reason of an interesting and informative program.

At the outset, Ernest Kruse delivered a president's address calculated to tell in brass-tacks fashion just what a member receives in return for his dues. That explanation, presented on the opposite page, may indicate to nurserymen in other states what their respective associations are doing in their behalf, whether they are members or not.

In the absence of the treasurer, Arthur L. Palmgren, in Florida, his report was read by Elmer Palmgren. It showed receipts of \$1,480 the past year and expenditures of \$1,418.33, leaving a balance at the beginning of this year of \$1,048.30, as against a balance of \$986.62 on January 1, 1938.

Secretary Miles Bryant introduced J. E. Duffield, field secretary of the Associated Employers of Illinois, who had materially assisted the officers of the nurserymen's association in their work at Springfield in regard to the legislation mentioned in the president's address. Mr. Duffield spoke on "You and Your Legislature" and stressed the importance of each nurseryman's making the acquaintance of his representatives at the state capital and acquainting them from time to time with the nurserymen's political problems. Politicians listen to their constituents, he said, and the citizens of the state who are too busy or neglectful to tell their governmental representatives what they want are doing themselves a disservice.

## Discuss Taxes and Laws.

Boyd Mahin, of the law firm of Scott, MacLiesh & Falk and assistant counsel for the Associated Employers of Illinois, spoke on the recent amendments to the social security

laws as they affect nurserymen. In some respects, he said, state interpretation of the agricultural exemption is less favorable than federal. Under such circumstances he suggested that the nurseryman, insofar as he must pay unemployment compensation tax, pay it according to federal interpretation and take the ninety per cent offset for state tax payment. If the nurseryman's interpretation is upheld or he overpays, a refund can be obtained, but if payment of state tax liability is altogether withheld, no offset is possible in the federal tax, and in case of later adverse ruling, too late to take the offset, the nurseryman may have to pay three per cent to the federal government and two and seven-tenths to the state government, or five and seven-tenths per cent in all, rather than just three per cent in all.

He considered some of the interpretations arbitrary and unsound, such as disallowance of the agricultural exemption if an establishment is within city or village limits and a determination of exemption according to sales being made at wholesale or at retail.

The recent decision as to segregation of labor in grading and packing may help nurserymen if a volume basis is accepted to determine whether one-half of the labor performed is exempt or unexempt, but trouble will not be eliminated if the work must be segregated and records kept of employees' time and work to fix a basis for determination of the proportions.

In discussing the wage-hour law, he stated that a nurseryman who made all his sales within the state, but purchased some stock out of the state, need consider as engaged in interstate commerce only the employees who receive the stock purchased out of state. However, if any amount of stock is sold outside the state, all the employees are held to be engaged in interstate commerce.

## Hear State Inspector.

The morning session January 10 was devoted to matters of particular interest to Illinois nurserymen.

H. F. Seifert, chief plant inspector, presented an address on "New Illinois Inspection and Quarantine Problems." One is the yellow-red virosis of peach, formerly called the X disease of peach, which spreads to orchards from chokecherry. A survey was made, and it is encouraging that the chokecherry is not present in the peach-growing section, in the southern half of the state.

Slight and scattered infestations of the European corn borer were located in northern counties.

Blister rust control areas were established June 1, 1939, requiring the destruction of currants and gooseberries in control areas adjacent to plantings of white or 5-needled pine.

Operations for the control of the Japanese beetle have been quite effective, and infestations have been confined to parts of Chicago, East St. Louis, Evanston and Cicero. Altogether 170 acres were treated with arsenate of lead during the 1939 season, and the quarantine areas of Chicago were somewhat extended, though still small in area.

L. A. Moore, superintendent of the division of plant industry, Springfield, greeted the audience briefly and emphasized the importance of the work of his department to the industry and expressed appreciation of nurserymen's coöperation.

## Committee Reports.

A. H. Hill, chairman of the legislative committee, briefly referred to the activity of the committee and officers with regard to the bills before the state legislature mentioned in the president's address. Miles Bryant suggested a resolution of thanks to the legislators who had helped the nurserymen in that regard, and this was adopted.

Arthur E. Schroeder, chairman of the committee on specifications, told of the reduction in the sizes required of tree balls, after conference with state and local officials.

Report of the nominating committee, presented by A. H. Hill, included recommendation of the reelection of the present officers: President, Ernest Kruse, Wheeling; vice-



president, Charles Fiore, Prairie View; treasurer, Arthur L. Palmgren, Glenview; secretary, Miles W. Bryant, Princeton. Jacob Simonsen, Glenview, was nominated to succeed the late Henry Bock on the board of directors, while the others whose terms expired were named for reelection: Arthur Schroeder, Des Plaines, and Ernest Kruse.

#### Addresses in Afternoon.

Opening the general session in the afternoon, Benjamin J. Greening, Monroe, Mich., A. A. N. executive committee member, spoke on "The Nurserymen's National Interests," emphasizing the important work which the A. A. N. is doing through its Washington office. At present the drive against competition from tax-supported nurseries is receiving attention, and indications from Washington are that the matter is receiving notice in high governmental quarters. Mr. Greening presented facts and figures, with comments in his own emphatic style that impressed their importance to his hearers.

Dr. M. J. Dorsey, chief in pomology in the department of horticulture at the University of Illinois, Urbana, and for years chairman of the committee on horticultural nomenclature of the American Pomological Society, spoke on "The Growing Problem in Horticultural Nomenclature." He stated that each year 3,000 new plants are added to the already long list of horticultural varieties, with at present no means of preventing duplication or renaming. Discussion has been undertaken among horticultural organizations as to a practical means of coping with this ever-mounting problem, but the solution has not been found, except in the case of individual flower societies which seem to have the work well in hand.

One of these, the American Rose Society, was mentioned by Robert Pyle, who was called upon to comment at the conclusion of Dr. Dorsey's remarks. Mr. Pyle's statement that a compilation he had made from rose catalogues of the country indicated 2,723 rose varieties listed at present.

Alfred C. Hottes, Des Moines, Ia., delivered an entertaining lecture on "What Shall We Tell Our Customers about Planting?" He suggested that nurserymen give less at-

tention to selling just plants and give more to the purposes of their customers in acquiring them. His plea was for more attention to artistic design in home plantings and he emphasized his points with sketches of foundation plantings of various types, some of which he criticized severely and some of which he approved.

#### Luncheon Address.

The concluding session was at luncheon, January 11, when the feature address, on "High Hats and Brown Derbies in the Nursery Industry," was delivered by Carlyle Emery, of the advertising firm of Ruthrauff & Ryan, Inc., Chicago. His theme was that advertising, instead of catering to high-hat taste or the vanity or whim of the advertiser or his relatives, should adopt the human appeal of the brown derby to the common people, who constitute the great majority of the population. Advertising appeal is the same, no matter what the merchandise, he said, and nurserymen might study the methods of truck, dentrifice and soap manufacturers. The public buys what it wants, rather than what it needs, and the primary advertising purpose is to find what people want in a given article of merchandise and then stress the fulfillment of that want in advertising the article.

President Kruse introduced to the audience Frank S. LaBar, Stroudsburg, Pa., A. A. N. executive committee member from the eastern region, and Benjamin J. Greening, executive committee member from the central region, who invited his hearers to attend the regional conference at Cleveland the following week. Richard P. White, A. A. N. executive secretary, spoke briefly, arriving a day late because of the difficulty in traveling by airplane, on account of fog, from the Oklahoma state meeting earlier in the week.

Theodore H. Frison, chief of the state natural history survey of the state of Illinois, invited the nurserymen to be present at the dedication of the new building to house his division and the geologic survey, which is expected to be completed by next fall, at Urbana.

In the concluding brief business session, William H. Hagen, for the auditing committee, reported the accounts in order. Charles Fiore pre-

sented the report of the resolutions committee, read by Secretary Miles Bryant, in memory of the deceased members, Henry Bock, Matt Tures and A. F. Bernard, the last-named of Painesville, O. Election of officers was by adoption of the report of the nominating committee presented the preceding day.

Earlier in the day the Illinois A. A. N. chapter had met to reflect the officers and the delegates who had served the preceding year.

#### Trade Exhibits.

The exhibition room adjoining the meeting hall was occupied by only about one-half the exhibits it contained last year. The exhibitors were:

D. Hill Nursery Co., Dundee, Ill.—Double space filled with wide assortment of evergreens in assorted sizes against artistic advertising backdrop.

Cole Nursery Co., Painesville, O.—Small plants and pictures of the new hardy fuchsia Scarlet Beauty, as well as shrubs, evergreens and the Cole tree digger.

Bobbink & Atkins, Rutherford, N. J.—Balled and burlapped evergreens.

Gardners Nursery, Rocky Hill, Conn.—Small B. & B. evergreens and bare-root deciduous shrubs.

L. R. Taylor & Sons, Topeka, Kan.—Seedling fruit trees.

Verhalen Nursery Co., Scottsville, Tex.

A. M. Leonard & Son, Piqua, O.—Nursery tools in variety.

H. K. Porter, Inc., Everett, Mass.—Pruning tools.

Tardif Domestic Peat Sales Co., Waukesha, Wis.—Domestic peat in bags.

#### Various Notes.

Directors and members of the All-America Rose Selections held an all-day conference at the La Salle hotel, Chicago, January 8, discussing developments in their projects.

Franklin D. Jones, of the American Chemical Paint Co., Ambler, Pa., spoke before the Men's Garden Club at the Great Northern hotel, Chicago, January 11, after addressing the florists' short course at Columbus, O., January 9.

Robert Pyle, West Grove, Pa., spoke before the Highland Park Garden Club, January 9, and at the Men's Garden Club meeting, Chicago, January 11.

THE holiday party of the D. Hill Nursery Co., Dundee, Ill., was an all-day affair, December 30, attended by sixty-five employees and at least twenty-five trade visitors. One section of the greenhouses was decorated for the event, and food and refreshments were lavishly supplied.

# Identifying Woody Plants in Winter

*Fourth in a Series of Articles on the Structural Marks and Characteristics of Trees and Shrubs Discusses Evergreens — By Leon Croizat, of the Arnold Arboretum*

The evergreens are distributed in four main groups, the so-called families, which take their names, respectively, from the ginkgo (ginkgoaceæ), from the yew (taxaceæ), from the monkey puzzle (araucariaceæ) and from the pine (pinaceæ). Each family is in turn divided into lesser units understood as genera (genus, in the singular), which last are again subdivided first into species, then into varieties.

According to the latest and best sources, about 175 species of evergreens are cultivated in the United States outside of the tropical and subtropical regions of the southwest and of the southeast. In order of their numerical importance, the genera rank as follows: (a) Pine (pinus), 40 species; (b) fir (abies), 31 species; (c) spruce (picea), 24 species; (d) juniper (juniperus), 23 species. Of considerably less importance, at least by reason of number, are: (e) Larch (larix), 7 species; (f) hemlock (tsuga), 7 species; (g) arbor-vitæ (thuja), 5 species; (h) yew (taxus), 5 species; (i) retinispora or cypress (chamæcyparis), 5 species. The true cypress (cupressus) has no more than four cultivated species; the true cedar (cedrus), barely three. The less known and not so extensively cultivated genera, torreyia and podocarpus, commonly spoken of as stinking cedars and plum yews, have four species each, and the golden larch (pseudolarix) also has four. On the basis of this tabulation it may be stated that about one-third of the twenty-nine genera of the evergreens cultivated in temperate and subtemperate North America have more than five species each. The balance has less than this number, and at least ten genera are represented by one species each.

These statistics sound dry, I must admit. They are useful and interesting, nevertheless, because they clearly show that only a few genera must be known in order to identify the commonly cultivated evergreens.

In the course of two articles to follow I shall pass in review the most important characters of determination of the largest and best known genera.

In preference to spending the reader's time with detailed descriptions, I shall try to furnish information that enables the reader to use with ease the texts of horticultural reference. For the present I merely intend to give a few broad pointers on the evergreens in general, then close my article with a description of the four evergreens that belie their name and shed their leaves in winter, namely ginkgo, larch, golden larch and bald cypress (taxodium).

Of the leaf, which is the most, or very nearly the most important character of current determination for evergreens, I shall speak in the coming articles. The bud is not of considerable value. It is used, sometimes with indifferent success, in determining the firs, some of which have buds coated more or less heavily with resin and others free from it. The bud may also be used to "work out" pines and spruces, but the identification of the species of these genera can be so much more conveniently effected by other characters that the study of the bud, as such, is not worthy of much time and effort. I can think offhand only of one case in which the bud is actually important; the Douglas fir (pseudotsuga) has a peculiarly pointed and comparatively long bud, which is decidedly useful for the identification of this horticulturally and commercially important conifer. The tiger's-tail spruce (Picea polita) also is easily recognized on account of its very large and shiny buds. The importance of this spruce is limited, however, and what I have seen of it seems to indicate that it never will be widely cultivated as an ornamental.

The bark is a valuable character of identification, as witness the characteristically "warm-colored" trunk of the Scots pine, the ragged and shredded aspect of the junipers, the comparatively smooth and light-colored branches of the firs. The lacebark pine (Pinus Bungeana) has a bark that is just as "patchy" as that of platanus and of certain plants of the witch hazel family, and for the same reason. Fairly large sections of the upper layer of the bark flake off, leaving exposed an ashen or more or less

dull white underskin. To recognize the lacebark pine is easy indeed, but to identify evergreens as a whole by their bark, though far from impossible, requires a great deal of familiarity with plants in the state of nature. Words fail to convey the exact truth when variable and comparatively petty details of color and habit must be described.

It is an error to take for granted that all evergreens bear cones or cone-like fruits. They do not. The ginkgo, the yew, the plum yew and the stinking cedar mature wholly or partly fleshy fruits of the kind that works of reference which use technical language call drupes; that is to say, pulpy fruits with a single pit, like those of plums and cherries. The drupes of the ginkgo are so obnoxious on account of their odor and untidiness that female specimens of this tree are not planted whenever this can be avoided. The berries of the yew, which are broadly ringed with red "flesh" (botanists call this fleshy ring an arillus), are on the contrary ornamental. With these exceptions, the fruits of the evergreens are typically cones or conelike structures. Ordinarily, the cone of an evergreen is a woody structure, the winged seeds being borne under the scales of the cone. When the seeds are ripe the scales open and set the seeds free, the cone itself persisting whole on the branch often for years. In the junipers the scales become fleshy and tend to grow together, ultimately forming a berry, that is to say a fruit that is pulpy like a drupe, but contains several or many seeds, not only one. In cryptomeria as well as in other little known cultivated genera, taiwania, for instance, the fruit is a small, sometimes dainty cone which, were its scale to become fleshy, would very much approach the berry of junipers. The bald cypress, the big tree (sequoiadendron) and the redwood (sequoia) also bear comparatively small cones which resemble those of cryptomeria in the manner of their scales, but in other details tend to resemble the cones of the pines. The cone of the firs crumbles when the seeds are ripe, the scales following the seeds in their flight to reproduction

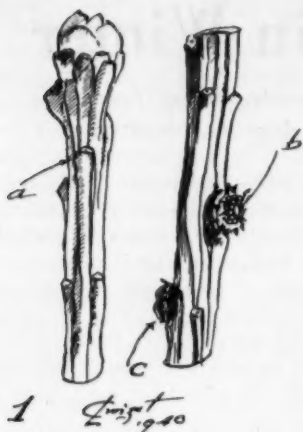


Fig. 1—Winter Habit of Twig of Larch. In A is sketched a free-grown tip, showing the "growing-in" of the leaves (now fallen) on the bark of the twig. In B two brachyblasts are shown, b and c. Notice the round "dots" on b, these being the scars of fallen leaves. In c the brachyblast is barely beginning to form. Old brachyblasts are much longer than b.

and leaving behind a sharp woody core that is altogether like the "backbone" of the fruit of the tulip tree (*Liriodendron*). The true cedar bears a cone which a casual observer almost in every case mistakes for a fir's, but the cedar's cone shatters only very late, if at all. The cone of the Douglas fir is graced by elaborate "wings" that show up from under the scales. To make a bold generalization, I should say that, so far as fruit, the cone-bearing evergreens fall in two main groups, namely those which bear cones with scales arranged like the tiles on a Spanish roof (pines, spruces, Douglas firs, larches, hemlocks, true cedars, *keteleerias*, etc.) and those with cones in which the scales stand up from the "backbone" of the cone like nails with a broad flattish head (true cypresses, bald cypresses, big trees, redwoods, *cryptomerias*, etc.). In certain genera, *thuja* and *callitris* for instance, there is a small or at least not large fruit, in which the scales are reduced in number and size or so altered that this fruit can be called a cone only out of courtesy.

As to bearing, the cones and fruits of the evergreens mostly hang downward (spruces, white pines), or are studded around the branches (larches, black pines). It is only in firs and in true cedars that the cones stand constantly erect; that is to say, with tips pointing upward.

Of the four evergreens that shed their leaves three are resinous, namely

larches, golden larches and bald cypresses. To smell for resin, consequently, is part of the process of identification whenever a suspicion arises that a leafless twig might belong to an evergreen traveling under false pretenses. Aside from the scent, these three evergreens can be recognized by two characters, as follows: (1) The leaf "runs" into the twig, the bark of which thus is made to appear more or less scaly and is sometimes rough to the touch; (2) the leaves are borne by short spurs on the sides of the main shoots. These short spurs are often understood as brachyblasts, which is using Greek to say, in plain English, short buds (*brachys* means short; *blastos*, bud).

Brachyblasts are of common occurrence also on plants that are not ever-

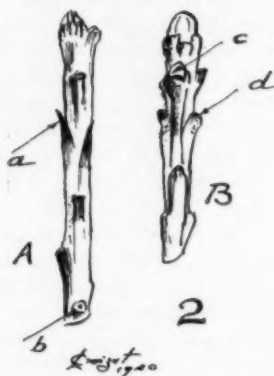


Fig. 2—Winter Habit of Twig of Bald Cypress. In A a free-grown shoot with some leaves fallen off, leaving a scar such as in b, others persisting as scales, such as in a. In B the growth near a brachyblast, with prominent leaf scars in c and d, some with buds as in c.

greens, as witness buckthorns, pears, aralias, but the brachyblasts of these broadleaf plants are usually associated with spines or thorns on the wood, which is not the case with the evergreens. Actually studded with brachyblasts are the main shoots of the golden larches, which, being resinous in addition, can without difficulty be recognized as evergreens. The larches have smaller brachyblasts than those of the golden larches. A twig of larch is shown in figure 1, the brachyblasts and the scaly free-grown tip of the "main leader" being shown in detail. It should be remembered that the brachyblasts of the golden larches are much larger and longer than those of the larches, but thinner than those of the ginkgo. The bald cypresses scarcely have true brachyblasts, only

somewhat shortened growth on some twigs. A good character of winter determination of the bald cypresses is the presence of small scales, much like the leaves of a juniper or of an *arbor-vitæ*, which, being short and "squatty" on the twig, do not fall off in drying as larger leaves almost always do. In figure 2 are shown the two kinds of growth of the common bald cypress (*Taxodium distichum*) as they look under an ordinary magnifying glass.

With good material the ginkgo is easily recognized in its leafless condition because its brachyblasts are numerous and the leaf scars at the tip of the brachyblasts are much broader than long, which is in keeping with the nature of the ginkgo's leaf. It is not impossible, nevertheless, to receive material for identification that consists only of free-grown shoots without brachyblasts. Shoots of this kind are in some respect surprisingly like the shoots of certain hawthorns, from which, fortunately, they can be distinguished on account of their lacking the thorns characteristic of the majority of the species of that genus. I refer the reader to figure 3, in which are shown a free-grown shoot of ginkgo and a brachyblast, rather than to try to describe these parts in detail. A free-grown shoot of ginkgo is usually of a live yellow-brown color, which the eye soon learns to recognize as distinctive. The bud scales of the bud at the tip of the twig have a tendency to "run" into the twig, which is suggestive of the leaf-bearing habit of the evergreens.

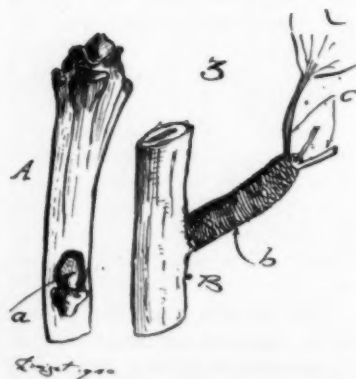


Fig. 3—Winter Habit of Twig of Ginkgo. In A a free-grown tip. The lateral bud, a, has been artificially removed by pressure of the finger to show how the first bud scale remains in place surrounding the scar. In B the brachyblast type of growth, b; in c the leaves are outlined, as they appear in summer.



# Excerpts from a Plantsman's Notebook

*Further Notes on the Culture, Propagation and Uses of Many Kinds of Plants Given Garden Trial in Years Past—By C. W. Wood*

## Torch Lilies.

(September 16, 1938.) The new torch lily, *Towers of Gold*, is an impressive plant. Its towers of golden-yellow flowers on tall massive stems are its most effective character, of course, and they are stirring enough to stop one in his tracks, but its profuse flowering during August and September is not to be overlooked in an appraisal of the plant. It and the older variety, *Pfitzeri*, with its 3-foot to 4-foot spikes of brilliant orange-scarlet flowers during the same period, make a splendid team for garden decoration and are also effective cut flowers. The neighborhood grower should not overlook *Towers of Gold* if he lives in a country suitable to torch lily cultivation. And there seems to be no way of being sure about that except by trial. In my own garden *Kniphofia Tuckii* and *K. Uvaria* are about the only ones that can be trusted outdoors in winter; thirty miles away in the city, where buildings afford protection, *Towers of Gold* goes through perfectly. This variety, like other named forms, must be reproduced vegetatively.

(October 1, 1933.) For quick returns in torch lilies, one does not have to look farther than the quick-flowering strain known as *K. mirabilis*, which might with truth be called annual *kniphofias*. Several species that I have grown bloom sparingly the first year from seeds, but this strain is really floriferous if seeds are started into growth in March. They give the usual wide range of yellows, buffs, apricots, reds, etc., of mixed torch lilies on stems up to two feet in height. They are easily grown like others of their kind, but are not hardy here.

## European Solomon's-seal.

(May 20, 1929.) The common Solomon's-seals of eastern woodlands, desirable as they are, are quite ignored by American gardeners, presumably because they are natives. It is a different story, however, when we reach the European species, *Polygonatum multiflorum*, if one is to judge from the record of one nurs-

eryman of my acquaintance. He tells me that he sells out on this item every year. It is an attractive plant, to be sure, each 2-foot stem being wreathed in pendant, fragrant, white bells during May. It is good for shade and may also be used in sun if given a soil that does not dry out rapidly. It is readily grown from fall-sown seeds.

## White Columbines.

(January 5, 1938.) The reaction of experienced gardeners to white columbines indicates to this observer that plant growers are missing an opportunity by not making more use of them in their show gardens and by half-hearted efforts in their merchandising plans. Gardeners are coming more and more to the use of color schemes, many of which call for the ameliorating effects of white, and nothing is better fitted to the role, because of their airy grace of foliage and flower, than the columbines.

Speaking of white columbines usually brings first to mind the old favorite, *Munstead White*, which is a form of *Aquilegia vulgaris*, the common species in Europe. It is still a desirable landscape plant, especially when used in masses in the border, along woodland paths and in other lightly shaded spots. The short spurs of this one cannot compare in grace with the long-spurred hybrids, but it is of more stable character, and that often has great influence with gardeners. It is usually listed in seed catalogues as *A. vulgaris grandiflora alba*.

Japan has given us a good white columbine in *A. flabellata nana-alba*—good not only for the rock gardener, but also for a forward position in the border. If you have grown Siberian and Japanese columbines you will not be surprised to know that this one is an easy doer, being quite long-lasting for one of its kind and easily grown in a well drained soil in sun or part shade. It is even more squat than its better known parent, *A. flabellata*, seldom exceeding four inches in height, with shallow white flowers over blue-gray

foliage. Incidentally, all forms of *flabellata* that I know are valuable also because of their early flowering, which adds two weeks or more to the columbine season.

Several of the blue and white species have produced pure white forms, perhaps none of them equaling *A. caerulea albiflora* in all-around beauty. This has all the charm and grace of the type, which is the Rocky mountain columbine of gardens, including long spurs and airy habit in general, but truth compels one to add that it is as tricky as the parent. No columbine of pure Rocky mountain blood is long-lived in the east, seldom lasting over two or three years in my garden, and not that long if it is not given a slightly acid, light soil containing at least a fair amount of humus. Most gardeners understand its fleeting character, but cannot withstand its charms even in the face of that knowledge. Fortunately, all columbines are easily grown from seeds, though it is not always possible to say what a seed will bring forth.

## The Bear Asters.

(August 19, 1935.) Of the three Bear asters, Big Bear, Middle Bear and Little Bear, I can say nothing of the Middle, but am enthusiastic, with certain reservations, about both ends. Perhaps the reservations should be disposed of first, and that is an easy task, for the only criticisms to be made are their tenderness to extreme cold and a desire for more moisture than my dry garden affords. Slight increase in winter temperatures would no doubt answer the first and a little attention with the hose would correct the other. And my experience with the plants tells me they are worthy of that care.

Big Bear, Aster Farreri, was given its common name by, and its botanical name for, its discoverer, the late Reginald Farrer, who called it "the most beautiful aster of the year, a towering tousle-headed person of a thousand narrow rays of richest violet, flopping from a flat center disk of vermilion-orange." Perhaps it

towers in its native Asiatic meadows, but here it grows no higher than a foot, though the remainder of his description fits perfectly. I might add that it puts on its show here in July. Little Bear, *A. oreophilus*, is a little more difficult to manage, both in its aversion to cold and dry feet and in its dislike of damp on foliage and around its crown. Best success has followed planting both these species in very light soil among large rocks or in what is known as the scree. This must have been called "Little" because of its smaller flowers, which are grayish-violet in color, for it is little, is any, lower in stature than *A. Farreri*.

#### Thyme Carpets for Crocuses.

(May 12, 1935.) Many factors have to be taken into consideration in choosing a carpeting plant for crocuses. First of all is the crocus one is dealing with. The more or less indestructible Dutch crocuses are able to take care of themselves under most circumstances which are at all suitable; others of a more delicate nature need special consideration to see that the plants used for a carpet are not too deep-rooting or too luxuriant in top growth.

Experiments conducted here over a period of years show that no group of plants approaches the forms of *Thymus Serpyllum* for that purpose, though they vary in their usefulness and in their desirability from an æsthetic point of view. Generally speaking, however, they have the correct balance of top and bottom growth, combined with an ability to take the bakings in hot sun which so many of the crocus species need.

If I were to be asked to name the best of all kinds for our present purpose, I should unhesitatingly give that distinction to *T. S. albus*, the white thyme. It is the least leafy of any, yet it makes a presentable mat, and its white flowers in summer are a fitting complement to almost anything in its vicinity. It is so unobtrusive that it may be used over all except the most delicate crocus species, and the latter are seldom found in American gardens. Variety *coccineus*, the little flat trailer with bright crimson flowers, only takes second place because of its color, which is too bright for some associations. A plant that I have had from several sources as *T. micans*, which Bailey gives as a synonym of

*Serpyllum*, is another good candidate for this role, making most restrained mats, which are smothered under a canopy of whitish flowers at the usual time. Variety *argenteus* (not *citriodorus*, or more properly *vulgaris*, which is too tall for the present task), because of its silver variegated leaves, is also useful here.

Here is a branch of plant sales often overlooked by growers. It offers two avenues of approach, that of crocus corms being of equal or greater promise than the one under discussion. It is true the corms of Dutch varieties are offered at so low a figure there is little profit left for the retailer, but consider the large number of crocus species which are scarcely in commerce. I know several neighborhood growers who are letting the rarer crocuses and their necessary complements do their bits toward making successful nurseries.

#### A Good Native Lyme Grass.

(August 14, 1930.) Our native lyme grass, *Elymus canadensis*, is now seldom seen in gardens, though its merits fit it for a place in many plantings. It attains a height of two or three feet under natural conditions, except on creek banks, where the soil is especially rich and moisture is present in abundance, when it may grow four or five feet tall. Under the latter conditions, when the broad flat leaves are a foot long and the spikes are three-fourths as much, the plant is indeed an ornament. It is usually found in partial shade in nature, which suggests the uses it could be put to in the garden. Grow it from seeds.

#### Apios Tuberosa.

(July 21, 1930.) Where a climber of medium height is wanted, the groundnut, *Apios tuberosa*, will be found useful. Personally, I do not care for it on trellises and other man-made contrivances, but it makes a pleasing picture clambering over a low bush. And the brownish flowers are quite unusual. One sees frequent mention of it in amateur garden magazines, even though it is seldom seen in plant lists; that leads naturally to the conclusion that it would be a good item for the neighborhood grower, especially if he has customers with the wild garden fever.

Botanists tell us it is found in low swampy ground, which is true as far as it goes. I have found it growing

on really dry ledges along the Ohio river, and I have observed it covering witch hazel bushes in dry sandy soil. All of which speaks of a versatile plant which is ready to adapt itself to most conditions.

The plant is a herbaceous climber, growing from a root bearing a number of small tubers, which, incidentally, are good to eat and are also the basis of the common name, groundnut. It sometimes grows as tall as eight feet; more often it is not over half that high. The brownish flowers, built on the order of many of the legumes, come in racemes in the leaf axils during July and August and are followed by beanlike pods. It may be grown from seeds or more readily from tubers. The later are apt to lose their vitality if kept out of the ground over winter and so should be kept in moist soil.

#### OREGON NOTES.

Now in the east to visit customers and attend state and regional association meetings are E. "Mike" Dering, of Peterson & Dering, Inc., Scappoose; A. McGill, of A. McGill & Son, Fairview; Paul Doty, of Doty & Doerner, Inc., Portland, and Rex Denison, of Denison & Blair, Troutdale.

Avery H. Steinmetz, of the Portland Wholesale Nursery Co., Portland, was prevented at the last minute from making the eastern trip by complications following the removal of an impacted wisdom tooth. He had earlier planned to attend the meeting of the A. A. N. executive committee at Cleveland, of which he is the member for the Pacific coast region.

Frank McKennon, chief of the division of plant industry of Oregon, and J. I. Griner, of the Washington department of agriculture, attended the meeting of the Western Plant Board, at San Antonio, Tex., last month. The former is chairman of the board.

J. E. French.

CONSTRUCTION has been started by Paul J. Howard, Los Angeles, Cal., on his new California Flowerland, to be opened in the spring of 1940. The new buildings, located on forty acres of land at National boulevard and Barrington avenue, will supplement his present La Brea avenue and Chatsworth establishments.

# Full Day's Session at Rochester

*Large Attendance Hears Report on Tax Case and Interesting Talks on Diverse Subjects at Annual Meeting of the New York State Nurserymen's Association*

Snow and rain falling the preceding night, by glazing the highways and filling streets with slush, curtailed the attendance and delayed the opening of the annual meeting of the New York State Nurserymen's Association, at the Seneca hotel, Rochester, January 12.

Nevertheless, the interesting features of the full day's program brought out close to 100, the best attendance in years; no doubt, the broadside printed in red and blue, in the best advertising style of President L. J. Engleson, was important in that result.

President Engleson confined his official remarks to thanking the officers and committees for their effective work during the past year, and mentioning current problems, such as the unemployment insurance case, competition of government nurseries and a lien law introduced in the state assembly, which he asked members to write their representatives to support.

Secretary-treasurer C. J. Maloy reported receipts of \$300 and expenditures of \$582.88 in the past year, leaving a current balance of \$215.90, as against a balance of \$497.97 a year ago.

## Tax Case.

Reporting on the nurserymen's fight for exemption from the unemployment insurance tax, Paul Fortmiller described his appearance with attorneys before the appellate division of the state supreme court at Albany, January 8 and 9. At that time five judges heard the appeal of the state commissioner of labor, presented by the attorney general, from the decision of the labor appeal board, which had granted the exemption of nurserymen from the tax. The New York law exempts "farm labor" whereas the federal law exempts "agricultural labor," and the attempt of the attorney general was to show a distinction.

Mr. Fortmiller said that the decision of the judges was expected in two or three weeks. If it is in favor of the nurserymen, there is still a possibility that the attorney-general of the state may carry the case to

the court of appeal. In waging this 2-year fight to save unemployment insurance taxes the nurserymen's organization so far has spent \$3,353.97, of which the amount of \$2,095 has been contributed by twenty-eight members of the association, while four additional pledges total \$345, with a balance to be raised of \$913.97. In view of the large saving to nurserymen if they do not have to pay the three per cent annual unemployment insurance tax, it should be well worth while for many other nurserymen in the state to contribute to this fund, so that there may be no question of prosecuting the case to a successful conclusion.

The question of funds for additional research on nursery problems at the Geneva station or Cornell University received short discussion. In view of the current trend in the legislature toward economy, there was little hope, said Mr. Fortmiller, for a special appropriation bill. Dr. G. E. F. Guterman said no such item has been added to the general budget for the university because the trustees thought the most that might be asked for was the restoration of the items cut out last year.

## Dr. Buchholz Reports.

Reports of Dr. A. B. Buchholz, director of the bureau of plant industry, Albany, disclosed that the yellow-red virosis of peach, or X-disease, had been found only in a few orchards in three counties in eastern New York, not a peach-growing or nursery area. It has not been found on nursery stock in New York. The disease is primarily one of the chokecherry, *Prunus virginiana*, and he asked nurserymen to destroy chokecherries within 500 feet of peach blocks, not merely cutting them out, but killing them even to the roots, by spraying once with sodium chloride in August. He suggested also that peach nurserymen be careful as to the source of their bud sticks.

Japanese beetle trapping records for western New York show a few beetles recovered in eleven out of fifty cities and villages where traps were placed. In only one area it

seemed necessary to treat soil with arsenate of lead, to the extent of thirty acres. Dr. Buchholz said there seemed no necessity to extend the quarantine area in western New York this year. Progress by the federal government in the development of a bacterial disease on the larvæ gave promise of remarkable results in the control of the beetle.

## F. H. A. Loans.

Leland Smith, chief architect of the Federal Housing Administration, Washington, D. C., spoke on government activity in building in its relation to the nursery industry. His suggestions and instructive comments made a long talk quite interesting. He called attention particularly to loans which may be made under title 1, class 1, covering alteration or repairs of existing structures. Such property improvement loans now can be made on homes already mortgaged and are amortized over a period of three years. This permits the homeowner to borrow money for landscaping, if that was not provided when the home was built.

Class 3 of title 1 permits loans on the construction of homes up to the amount of \$2,500. While that seems a small sum for home construction, he showed pictures of such dwellings with plantings about them. He told of a builder at Richmond, Va., who spent \$50 for plants on each of twenty-nine homes, built at that figure.

Eighty per cent of the nonfarm population of the country, he asserted, has a family income of \$2,500 or less. Nearly half of the group has an annual income of \$1,000 to \$1,500. The limit which a family can afford to spend on a home is held to be twice the annual income. Hence nurserymen could see the large potential demand of homes in the low price class.

Luncheon was arranged so that interested groups sat together at tables for conferences led by assigned leaders as follows: Landscape, E. W. Rowen, Brown Bros. Co., Rochester; catalogue, Howard Maloney, Maloney Bros. Nursery Co., Dans-

[Continued on page 22.]



# Special Prices for January and February

See our FALL WHOLESALE PRICE LIST for more complete list of lining-out and finished stock in

**HARDY ORNAMENTAL FLOWERING SHRUBS, HEDGE PLANTS,  
FOREST AND SHADE TREES, EVERGREENS, VINES, CREEPERS AND FRUIT TREES.**

Special discount: \$50.00 to \$100.00—5%. \$100.00 to \$300.00—10%. \$300.00 and up—15%.

Additional discount of 5% and free packing for cash with order except on B&B material. Net June 1. This discount applies to stock offered in this advertisement and also to advertisements appearing in the December 15 and January 1 issues. All stock guaranteed to be in first-class condition and good quality. No order accepted for less than 50 plants in any variety or grade except trees 5 to 6 feet or larger and not less than 10 of this size at this discount. Wire orders Western Union collect for orders of \$100.00 or more.

Please refer to our advertisements in the December 15 and January 1 issues of this magazine.

## UNDERSTOCKS

We are offering these special prices on the following stock, all first-class nursery-grown understocks for grafting or budding.

<b>ACER DASYCARPUM.</b> Silver Maple.	Per 1000
Special $\frac{1}{4}$ -in. and up.....	\$ 9.00
No. 1, $\frac{3}{8}$ -in. and up.....	7.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	5.00
<b>ACER PSEUDO-PLATANUS.</b> Sycamore Maple.	
Special $\frac{1}{4}$ -in. and up.....	\$20.00
No. 1, $\frac{3}{8}$ -in. and up.....	15.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	10.00
<b>ACER SACCHARUM.</b> Sugar Maple.	
Special $\frac{1}{4}$ -in. and up.....	\$15.00
No. 1, $\frac{3}{8}$ -in. and up.....	12.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	10.00
<b>ÆSCULUS OCTANDRA.</b> Yellow Buckeye.	
Special $\frac{1}{4}$ -in. and up.....	\$12.00
No. 1, $\frac{3}{8}$ -in. and up.....	10.00
<b>ALTHEA ROSEA.</b> Seedlings.	
Special $\frac{1}{4}$ -in. and up.....	\$ 7.00
No. 1, $\frac{3}{8}$ -in. and up.....	5.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	3.00
<b>BETULA NIGRA.</b> River Birch.	
Special $\frac{1}{4}$ -in. and up.....	\$12.00
No. 1, $\frac{3}{8}$ -in. and up.....	10.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	8.00
<b>CARPINUS CAROLINIANA.</b> American Hornbeam.	
Special $\frac{1}{4}$ -in. and up.....	\$20.00
No. 1, $\frac{3}{8}$ -in. and up.....	15.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	10.00

<b>CORNUS FLORIDA.</b> White-flowering Dogwood.	Per 1000
Special $\frac{1}{4}$ -in. and up.....	\$25.00
No. 1, $\frac{3}{8}$ -in. and up.....	20.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	15.00
No. 3, under $\frac{1}{2}$ -in.....	10.00
<b>CORNUS STOLONIFERA.</b> Red Osier Dogwood.	
Special $\frac{1}{4}$ -in. and up.....	\$ 8.00
No. 1, $\frac{3}{8}$ -in. and up.....	6.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	4.00
<b>DIOSPYROS VIRGINIANA.</b> American Persimmon.	
Special $\frac{1}{4}$ -in. and up.....	\$10.00
No. 1, $\frac{3}{8}$ -in. and up.....	8.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	6.00
No. 3, under $\frac{1}{2}$ -in.....	4.00
<b>FAGUS AMERICANA.</b> American Beech.	
Special $\frac{1}{4}$ -in. and up.....	\$15.00
No. 1, $\frac{3}{8}$ -in. and up.....	12.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	10.00
<b>HAMAMELIS VIRGINIANA.</b> Witch Hazel.	
Special $\frac{1}{4}$ -in. and up.....	\$30.00
No. 1, $\frac{3}{8}$ -in. and up.....	25.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	20.00
<b>ILEX OPACA.</b> American Holly.	
Special $\frac{1}{4}$ -in. and up.....	\$35.00
No. 1, $\frac{3}{8}$ -in. and up.....	25.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	20.00
<b>JUGLANS NIGRA.</b> Black Walnut.	
Special $\frac{1}{4}$ -in. and up.....	\$20.00
No. 1, $\frac{3}{8}$ -in. and up.....	15.00
No. 2, $\frac{1}{2}$ -in. and up.....	10.00
No. 3, $\frac{3}{4}$ -in. and up.....	8.00

<b>JUNIPERUS VIRGINIANA.</b> Red Cedar.	Per 1000
Special $\frac{1}{4}$ -in. and up.....	\$50.00
No. 1, $\frac{3}{8}$ -in. and up.....	40.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	30.00
<b>LIGUSTRUM AMURENSE.</b> Amoor River North Privet.	
Special $\frac{1}{4}$ -in. and up.....	\$10.00
No. 1, $\frac{3}{8}$ -in. and up.....	8.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	6.00
<b>LIGUSTRUM OBTUSIFOLIUM.</b> Itoha Privet.	
Special $\frac{1}{4}$ -in. and up.....	\$10.00
No. 1, $\frac{3}{8}$ -in. and up.....	8.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	6.00
<b>LIGUSTRUM OVALIFOLIUM.</b> California Privet.	
Special $\frac{1}{4}$ -in. and up.....	\$ 8.00
No. 1, $\frac{3}{8}$ -in. and up.....	6.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	4.00
<b>MAGNOLIA MACROPHYLLA.</b> Bigleaf Magnolia.	
<b>MAGNOLIA TRIPETALA.</b> Umbrella Magnolia.	
No. 1, $\frac{3}{8}$ -in. and up.....	\$30.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	25.00
No. 3, under $\frac{1}{2}$ -in.....	20.00
<b>MORUS ALBA TATARICA.</b> Russian Mulberry.	
Special $\frac{1}{4}$ -in. and up.....	\$12.00
No. 1, $\frac{3}{8}$ -in. and up.....	10.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	8.00
No. 3, under $\frac{1}{2}$ -in.....	6.00
<b>ULMUS AMERICANA.</b> White Elm. Northern strain.	
Special $\frac{1}{4}$ -in. and up.....	\$10.00
No. 1, $\frac{3}{8}$ -in. and up.....	8.00
No. 2, $\frac{1}{2}$ to $\frac{3}{4}$ -in.....	6.00

## HARDY DECIDUOUS FLOWERING SHRUBS

S.—Seedlings; C.—Rooted Cuttings; Tr.—Transplanted; Br.—Branched; L. O.—Lining Out; Div.—Divisions

<b>ALMOND, PRUNUS GLANDULOSA.</b> Double pink-flowering, own root.	Per 100	Per 1000
12 to 18 ins., tr., well br.....	\$12.00	
18 to 24 ins., tr., well br.....	17.50	
2 to 3 ft., tr., well br.....	22.50	

<b>ALMOND, PRUNUS GLANDULOSA.</b> Double pink-flowering, on Peach.	
12 to 18 ins., dormant buds.....	\$7.00
18 to 24 ins., dormant buds.....	10.00
2 to 3 ft., dormant buds.....	15.00

**ALTHEA, HIBISCUS SYRIACUS.** Shrub Althea.

Varieties:

**Ardens,** double violet.  
**Boule de Feu,** double red.  
**Jeanne d'Arc,** double white  
**Paeoniflora,** white with cherry-red center, double.  
**Pulcherrimus,** double pink.

6 to 12 ins., c.....	\$2.00	\$15.00
12 to 18 ins., c.....	2.50	20.00
18 to 24 ins., c.....	3.50	30.00
12 to 18 ins., tr.....	4.00	
18 to 24 ins., tr.....	6.00	

Variety:

**Roses,** seedlings. Single flowers.

6 to 12 ins., s.....	\$0.40	\$ 3.00
12 to 18 ins., s.....	.50	4.00
18 to 24 ins., s.....	.60	5.00
2 to 3 ft., s.....	.70	7.00

Less 10% discount on 10,000 lots.

**ARALIA SPINOSA.** Devil's-walking-stick.

	Per 100	Per 1000
12 to 18 ins., l. o.....	\$4.00	
18 to 24 ins., l. o.....	5.00	
2 to 3 ft., l. o.....	6.00	
4 to 5 ft., tr.....	20.00	
5 to 6 ft., tr.....	25.00	

**BERBERIS THUNBERGII.** Japanese Barberry.

6 to 9 ins., s.....	\$0.60	\$ 5.00
9 to 12 ins., s.....	1.00	8.00
12 to 15 ins., s.....	1.50	12.50
15 to 18 ins., s.....	3.00	25.00
12 to 15 ins., tr.....	6.00	50.00
15 to 18 ins., tr.....	8.00	70.00
18 to 24 ins., tr.....	10.00	90.00
24 to 30 ins., tr.....	12.00	100.00

Less 10% discount on seedlings in lots of 10,000.

**CEANOTHUS AMERICANUS.** Jersey Tea.

12 to 18 ins., s.....	\$2.50	\$30.00
12 to 18 ins., tr.....	8.00	
18 to 24 ins., tr.....	10.00	
2 to 3 ft., tr.....	12.00	

**CORYLUS AMERICANA.** Hazelnut.

6 to 12 ins., s.....	\$2.50	\$20.00
12 to 18 ins., s.....	3.00	25.00
18 to 24 ins., s.....	3.50	30.00

**CYTISUS SCOPARIUS.** Scotch Broom.

4 to 6 ins., s.....	\$2.00	
6 to 9 ins., s.....	2.50	
9 to 12 ins., s.....	3.00	
12 to 18 ins., s.....	4.00	
18 to 24 ins., s.....	6.00	

**EXOCHORDA GRANDIFLORA.** Pearlbush.

	Per 100	Per 1000
6 to 12 ins., s.....	\$2.00	\$18.00
12 to 18 ins., s.....	2.50	20.00
18 to 24 ins., s.....	3.00	25.00
18 to 24 ins., tr.....	10.00	
2 to 3 ft., tr.....	15.00	
3 to 4 ft., tr.....	20.00	
4 to 5 ft., tr.....	25.00	

**HYDRANGEA QUERCIFOLIA.** Oak-leaf Hydrangea.

6 to 12 ins., l. o. div.....	\$1.50	\$12.00
12 to 18 ins., l. o. div.....	2.00	15.00
18 to 24 ins., l. o. div.....	2.50	20.00

**ILEX VERTICILLATA.** Winterberry.

12 to 18 ins., div.....	\$2.00	\$15.00
18 to 24 ins., div.....	2.50	20.00
2 to 3 ft., div.....	3.00	25.00
18 to 24 ins., tr.....	15.00	
2 to 3 ft., tr.....	20.00	

**LIGUSTRUM AMURENSE.** Amoor River North Privet.

6 to 15 ins., l. o.....	\$0.80	\$ 5.00
6 to 12 ins., 2 br. up.....	.80	6.00
12 to 18 ins., 2 br.....	1.00	9.00
12 to 18 ins., 3 br. up.....	1.50	12.00
18 to 24 ins., 2 br.....	1.50	12.00
18 to 24 ins., 3 br. up.....	2.00	15.00
2 to 3 ft., 4 br. up.....	2.50	20.00

**LIGUSTRUM OBTUSIFOLIUM.** Itoha Privet.

6 to 12 ins., 2 br. up.....	\$0.80	\$ 5.00
12 to 18 ins., 2 br.....	1.00	9.00
12 to 18 ins., 3 br. up.....	1.50	12.00
18 to 24 ins., 2 br.....	1.50	12.00
18 to 24 ins., 3 br. up.....	2.00	15.00
2 to 3 ft., 4 br. up.....	3.00	25.00

**LIGUSTRUM OVALIFOLIUM.** California Privet.

6 to 15 ins., l. o.....	\$0.50	\$ 4.00
6 to 12 ins., 2 br. up.....	.60	5.00
12 to 18 ins., 3 br. up.....	1.25	10.00
18 to 24 ins., 3 br. up.....	1.50	12.00
2 to 3 ft., 4 br. up.....	2.25	17.50

**HARDY DECIDUOUS FLOWERING SHRUBS (Continued)**

<b>LONICERA FRAGRANTISSIMA.</b> Winter Honeysuckle.		
	Per 100	Per 1000
6 to 12 ins., c. ....	\$1.50	\$12.00
12 to 18 ins., c. ....	2.00	15.00
18 to 24 ins., c. ....	2.50	20.00
18 to 24 ins., 2-yr., 3 br. up. ....	4.50	40.00
2 to 3 ft., 2-yr., 4 br. up. ....	6.00	50.00
3 to 4 ft., 2-yr., 4 br. up. ....	10.00	.....
<b>LONICERA MORROWI.</b> Morrow's Honeysuckle.		
<b>LONICERA RUPRECHTIANA.</b> Manchurian Honeysuckle.		
<b>LONICERA TATARICA.</b> Tatarian Honeysuckle.		
Varieties, on Tatarian:		
Alba, white.		
Rosa, pink.		
Rubra, red.		
6 to 12 ins., c. ....	\$2.00	\$15.00
12 to 18 ins., c. ....	2.50	20.00
18 to 24 ins., c. ....	3.00	25.00
<b>RHUS COTINOIDES.</b> American Smoke Tree.		
2 to 3 ft., 2-yr., tr., br. ....	\$30.00	.....
3 to 4 ft., 2-yr., tr., br. ....	25.00	.....
4 to 5 ft., 2-yr., tr., br. ....	40.00	.....
<b>RHUS.</b> Sumac.		
Varieties:		
Copallina, Shining Sumac.		
Glabra, Smooth Sumac.		
Typhina, Staghorn Sumac.		
6 to 12 ins., s. ....	\$0.50	\$ 4.00
12 to 18 ins., s. ....	.75	6.00
18 to 24 ins., s. ....	.90	7.00
2 to 3 ft., s. ....	1.25	10.00
3 to 4 ft., s. ....	2.50	20.00

<b>SPIRÆA ARGUTA.</b> Garland Spiræa.		
	Per 100	Per 1000
6 to 12 ins., c. ....	\$3.00	\$25.00
12 to 18 ins., c. ....	3.50	30.00
18 to 24 ins., c. ....	4.00	35.00
12 to 18 ins., hedging ....	4.50	40.00
18 to 24 ins., hedging ....	5.50	50.00
12 to 18 ins., 2-yr., tr. ....	8.00	.....
18 to 24 ins., 2-yr., tr. ....	8.50	.....
2 to 3 ft., 2-yr., tr. ....	10.00	.....
3 to 4 ft., 2-yr., tr. ....	12.00	.....

<b>SPIRÆA PRUNIFOLIA.</b>		
	Per 100	Per 1000
2 to 3 ft., tr. ....	\$20.00	.....
3 to 4 ft., tr. ....	25.00	.....

<b>SPIRÆA THUNBERGII.</b> Thunberg's Spiræa.		
	Per 100	Per 1000
6 to 12 ins., c. ....	\$3.00	\$25.00
12 to 18 ins., c. ....	3.50	30.00
18 to 24 ins., c. ....	5.00	40.00
18 to 24 ins., tr. ....	7.00	60.00
2 to 3 ft., tr. ....	9.00	80.00

<b>SPIRÆA VANHOUTTEI.</b>		
	Per 100	Per 1000
L. o. field-grown ....	\$0.50	\$ 7.00
6 to 12 ins., 1-yr., c. ....	1.00	9.00
12 to 18 ins., 1-yr., c. ....	1.25	11.00
18 to 24 ins., 1-yr., c. ....	1.75	14.00
12 to 18 ins., hedging ....	2.50	20.00
18 to 24 ins., hedging ....	3.00	25.00
2 to 3 ft., hedging ....	4.00	35.00
18 to 24 ins., well br. ....	5.00	45.00
2 to 3 ft., well br. ....	7.00	60.00
3 to 4 ft., well br. ....	10.00	.....

<b>SYMPHORICARPOS VULGARIS.</b> Coral-berry.		
	Per 100	Per 1000
6 to 12 ins., 1-yr., c. ....	\$0.80	\$ 6.00
12 to 18 ins., 1-yr., c. ....	1.00	8.00
18 to 24 ins., 1-yr., c. ....	1.50	12.00
12 to 18 ins., tr. ....	3.00	25.00
18 to 24 ins., tr. ....	3.50	30.00
2 to 3 ft., tr. ....	6.00	50.00

<b>VITEX AGNUS-CASTUS.</b> Lilac Chaste Tree.		
<b>VITEX INCISSA.</b> Cutleaf Chaste Tree.		
6 to 12 ins., s. ....	\$1.00	\$ 8.00
12 to 18 ins., s. ....	1.25	10.00
18 to 24 ins., s. ....	1.50	12.50
2 to 3 ft., s. ....	2.00	15.00

<b>WEIGELA.</b>		
Varieties:		
Amabilis, light pink.		
Rosa, pink.		
6 to 12 ins., c. ....	\$1.50	\$12.50
12 to 18 ins., c. ....	2.00	15.00
18 to 24 ins., c. ....	2.50	20.00
12 to 18 ins., tr., br. ....	3.50	30.00
18 to 24 ins., tr., br. ....	5.00	45.00
2 to 3 ft., tr., br. ....	9.00	80.00
3 to 4 ft., tr., br. ....	12.00	.....

<b>WEIGELA VARIEGATED.</b> Pink flower, variegated.		
6 to 12 ins., c. ....	\$2.00	\$15.00
12 to 18 ins., c. ....	2.50	20.00
18 to 24 ins., c. ....	3.00	25.00
2 to 3 ft., c. ....	8.00	70.00
12 to 18 ins., well br. ....	4.50	40.00
18 to 24 ins., well br. ....	6.00	50.00
2 to 3 ft., well br. ....	10.00	80.00

**FOREST AND SHADE TREES**

<b>ASIMINA TRILOBA.</b> Papaw.		
	Per 100	Per 1000
6 to 12 ins., s. ....	\$1.50	\$12.00
12 to 18 ins., s. ....	2.00	15.00
18 to 24 ins., s. ....	2.50	20.00
2 to 3 ft., s. ....	3.50	30.00
<b>CERCIS CANADENSIS.</b> American Redbud.		
6 to 12 ins., s. ....	\$0.80	\$ 5.00
12 to 18 ins., s. ....	1.00	8.00
18 to 24 ins., s. ....	1.25	10.00
2 to 3 ft., s. ....	2.00	15.00
3 to 4 ft., s. ....	3.50	30.00
3 to 4 ft., tr. ....	17.50	.....
4 to 5 ft., tr. ....	25.00	.....
5 to 6 ft., tr. ....	35.00	.....
6 to 8 ft., tr. ....	50.00	.....
8 to 10 ft., tr. ....	75.00	.....
<b>CITRUS TRIFOLIATA.</b> Hardy Orange.		
6 to 12 ins., s. ....	\$2.00	.....
12 to 18 ins., s. ....	3.00	.....
18 to 24 ins., s. ....	4.00	.....
<b>GINKGO BILOBA.</b> Maidenhair Tree.		
6 to 9 ins., s. ....	\$3.50	\$25.00
9 to 12 ins., s. ....	4.00	30.00
12 to 18 ins., s. ....	5.00	40.00
<b>GYMNOCLADUS DIOICA.</b> Kentucky Coffee Tree.		
12 to 18 ins., s. ....	\$3.50	.....
18 to 24 ins., s. ....	5.00	.....
18 to 24 ins., tr. ....	8.00	.....
2 to 3 ft., tr. ....	12.00	.....
<b>HICORIA LACINIOSA.</b> Shellbark Hickory.		
<b>HICORIA OVATA.</b> Shagbark Hickory.		
4 to 6 ins., s. ....	\$1.50	\$12.00
6 to 12 ins., s. ....	2.50	20.00
12 to 18 ins., s. ....	4.00	35.00

<b>JUGLANS CINEREA.</b> Butternut.		
<b>JUGLANS NIGRA.</b> Black Walnut.		
	Per 100	Per 1000
12 to 18 ins., s. ....	\$1.25	\$10.00
18 to 24 ins., s. ....	2.00	15.00
2 to 3 ft., s. ....	2.50	20.00
3 to 4 ft., s. ....	3.50	30.00
4 to 5 ft., s. ....	15.00	.....

<b>JUGLANS SIEBOLDIANA.</b> Japanese Walnut.		
6 to 12 ins., s. ....	\$5.00	.....
12 to 18 ins., s. ....	8.00	.....
18 to 24 ins., s. ....	12.00	.....

<b>KOLREUTERIA PANICULATA.</b> Golden-rain Tree.		
6 to 12 ins., s. ....	\$4.00	.....
12 to 18 ins., s. ....	5.00	.....
18 to 24 ins., s. ....	6.00	.....

<b>MACLURA POMIFERA.</b> Osage Orange.		
6 to 12 ins., s. ....	\$0.40	\$ 3.00
12 to 18 ins., s. ....	.50	4.00
18 to 24 ins., s. ....	.70	6.00
2 to 3 ft., s. ....	1.00	8.00

<b>NYSSA SYLVATICA.</b> Black Gum.		
6 to 12 ins., s. ....	\$1.00	\$ 7.00
12 to 18 ins., s. ....	1.25	10.00
18 to 24 ins., s. ....	1.50	12.00

<b>POPULUS SIMONII.</b> Chinese Lombardy Poplar.		
12 to 18 ins., c. ....	\$1.50	\$12.00
18 to 24 ins., c. ....	2.00	15.00
2 to 3 ft., c. ....	2.50	20.00

<b>SALIX BABYLONICA.</b> Weeping Willow.		
	Per 100	Per 1000
18 to 24 ins., c. ....	\$2.50	\$20.00
2 to 3 ft., c. ....	\$3.25	\$10.00
3 to 4 ft., c. ....	3.50	.....

<b>SALIX DISCOLOR.</b> Pussy Willow.		
6 to 12 ins., c. ....	\$1.25	\$10.00
12 to 18 ins., c. ....	1.50	12.00
18 to 24 ins., c. ....	2.00	15.00
2 to 3 ft., c. ....	2.50	.....

<b>SASSAFRAS VARIFOLIUM.</b> Common Sassafras.		
6 to 12 ins., s. ....	\$1.00	\$ 8.00
12 to 18 ins., s. ....	1.25	10.00
18 to 24 ins., s. ....	1.50	12.00

<b>SOPHORA JAPONICA.</b> Chinese Scholar's Tree.		
4 to 6 ins., s. ....	\$4.00	.....
6 to 12 ins., s. ....	6.00	.....
12 to 18 ins., s. ....	8.00	.....

<b>TAXODIUM DISTICHUM.</b> Bald Cypress.		
12 to 18 ins., s. ....	\$4.00	.....
18 to 24 ins., s. ....	5.00	.....
2 to 3 ft., s. ....	6.00	.....
3 to 4 ft., s. ....	10.00	.....

<b>ULMUS ALATA.</b> Winged Elm.		
12 to 18 ins., s. ....	\$1.00	\$ 8.00
18 to 24 ins., s. ....	1.25	10.00
3 to 4 ft., tr. ....	15.00	.....
4 to 5 ft., tr. ....	20.00	.....

<b>ULMUS PUMILA.</b> Chinese Elm.		
6 to 12 ins., s. ....	\$0.40	\$ 3.00
12 to 18 ins., s. ....	.60	5.00
18 to 24 ins., s. ....	1.00	8.00
2 to 3 ft., s. ....	1.25	10.00

**VINES AND CREEPERS**

<b>AMPELOPSIS QUINQUEFOLIA.</b> American Ivy.		
	Per 100	Per 1000
4 to 6 ins., s. ....	\$1.00	\$ 8.00
6 to 12 ins., s. ....	1.25	10.00
2-yr., No. 2 ....	4.50	40.00
2-yr., No. 1 ....	6.50	60.00
<b>ARISTOLOCHIA TOMENTOSA.</b> Dutchman's-pipe.		
1-yr., s., No. 2 ....	\$1.25	\$10.00
1-yr., s., No. 1 ....	1.50	12.00
<b>BIGNONIA RADICANS.</b> Trumpet Creeper.		
6 to 12 ins., s. ....	\$1.25	\$10.00
12 to 18 ins., s. ....	1.50	12.00

<b>CELASTRUS ORBICULATUS.</b> Oriental Bittersweet.		
<b>CELASTRUS SCANDENS.</b> American Bittersweet.		
	Per 100	Per 1000
6 to 12 ins., s. ....	\$1.25	\$10.00
12 to 18 ins., s. ....	1.50	12.00
18 to 24 ins., s. ....	2.00	15.00
12 to 18 ins., tr., br., No. 2 ....	4.50	40.00
18 to 24 ins., tr., br., No. 1 ....	5.50	50.00
2 to 3 ft., extra heavy ....	6.50	60.00

<b>LONICERA HECKROTTII.</b> Everblooming Honeysuckle.		
6 to 12 ins., 1-yr., tr. ....	\$12.00	.....
12 to 15 ins., 1-yr., tr. ....	15.00	.....

<b>LONICERA JAPONICA HALLIANA.</b> Hall's Japanese Honeysuckle.		
	Per 100	Per 1000
Small lining-out ....	\$6.00	\$40.00
Medium lining-out ....	8.00	70.00
1-yr., tr., No. 1 ....	40.00	350.00
1-yr., tr., No. 2 ....	50.00	450.00
1-yr., tr., No. 3 ....	60.00	550.00

<b>LONICERA SEMPERVIRENS.</b> Scarlet Trumpet Honeysuckle.		
	Per 100	Per 1000
Small lining-out ....	\$5.00	\$30.00
Medium lining-out ....	10.00	80.00
2-yr., tr., No. 1 ....	60.00	.....
2-yr., tr., No. 2 ....	50.00	.....

<b>LYCICHINENSIS.</b> Matrimony Vine.		
	Per 100	Per 1000
6 to 12 ins., s. ....	\$2.00	.....
12 to 18 ins., s. ....	2.50	.....

Write for a copy of  
our trade list

Please check up your want list  
and let us have your order for  
immediate or future shipment, as  
you prefer, before spring prices  
are made up, which will be higher  
than present prices.

Wholesale Only

Nothing sold at retail

Established 1887  
By J. H. H. Boyd

**FOREST NURSERY COMPANY, INC.**  
McMINNVILLE, TENNESSEE

J. R. Boyd  
President

# Coming Events

## CONVENTION CALENDAR.

January 16 to 18, Ohio Nurserymen's Association, Carter hotel, Cleveland. A. A. N. regional conference.

January 17 and 18, Iowa Nurserymen's Association, Ames, annual meeting and short course.

January 18 and 19, Nebraska Nurserymen's Association, annual meeting and short course, Lincoln.

January 22, Long Island Nurserymen's Association, State Institute of Applied Agriculture, Farmingdale, N. Y.

January 22 to 24, annual short course, Ohio State University, Columbus.

January 23 and 24, Virginia Nurserymen's Association, John Marshall hotel, Richmond.

January 23 and 24, Indiana Nurserymen's Association, Athenæum, Indianapolis.

January 24, Oregon Association of Nurserymen, Heathman hotel, Portland.

January 24 and 25, Pennsylvania Nurserymen's Association, Hotel Sylvania, Philadelphia.

January 24 and 25, New Jersey Association of Nurserymen, Hotel Hildebrecht, Trenton, adjourning to Philadelphia.

January 25 and 26, Tennessee State Nurserymen's Association, Peabody hotel, Memphis.

January 29, Kentucky Nurserymen's Association, Kentucky hotel, Louisville.

January 30 to February 1, New England Nurserymen's Association, Hotel Taft, New Haven, Conn. A. A. N. regional conference.

February 5 to 9, second annual short course, Rutgers University, New Brunswick, N. J.

February 7, Rhode Island Nurserymen's Association.

February 7 and 8, Michigan Nurserymen's Association, Hotel Olds, Lansing.

February 7 and 8, Wisconsin Nurserymen's Association, Hotel Schroeder, Milwaukee.

February 8 and 9, Cincinnati Landscape Association, seventh annual school, Cincinnati.

February 14 and 15, Maryland Nurserymen's Association, College Park, short course and meeting.

## PENNSYLVANIA PROGRAM.

The annual meeting of the Pennsylvania Nurserymen's Association will be opened January 24 at Philadelphia with an afternoon session at 1:30 o'clock. The address of welcome will be delivered by Samuel Newman Baxter, landscape architect of the Fairmount park commission.

After the address of President Harold G. Seyler and the report of Albert F. Meehan, secretary and treasurer, there will be reports of the standing committees and of the special committee on workmen's compensation insurance, the last by J. Howes Humphreys.

Pennsylvania members of the A. A. N. will meet under the chairmanship of the executive committee

from the eastern region, Frank LaBar, to discuss the national association's policies and to elect delegates to the 1940 convention.

Members of the New Jersey Association of Nurserymen will come over from Trenton to join in dinner at 6:45 p. m.

The following morning at 10 o'clock will be held a joint meeting with the following speakers:

"What the A. A. N. Is Doing For Its Members," by R. P. White, executive secretary of the A. A. N., Washington, D. C.

"A Visit to Mexico and America's Largest Tree," illustrated, by Samuel Newman Baxter.

"Does the Landscape Architect Cooperate with the Nurseryman?" by Eugene Muller.

"Landscape Design Selection," by Prof. John B. Bracken, of Pennsylvania State College.

"Peculiar Landscape Plants," illustrated, by Prof. Ralph W. Curtis, of Cornell University.

Election of officers and other business will conclude the meeting.

Arrangements for this excellent program were completed even though the president, Harold G. Seyler, was flat on his back recovering from an operation and the secretary, Albert F. Meehan, was recovering from an automobile accident which demolished his car and gave him a severe bruising.

## NEW ENGLAND PROGRAM.

The annual convention of the New England Nurserymen's Association will be held at the Hotel Taft, New Haven, Conn., January 30 to February 1. A meeting of the executive committee will be held on the evening of January 29.

The opening session will be held at 1:30 p. m. January 30, to hear the president's address, the secretary-treasurer's report and the reports of committees. An address on "Commercial Plant Breeding" will be given by Alex Cumming, Jr., of the Bristol Nurseries, Inc., Bristol, Conn.

In the evening there will be a meeting of the arrangements committee for the 1940 A. A. N. convention at New York.

Wednesday morning, January 31, three addresses will be heard as follows:

"The Coöperative Movement in Agriculture," by Clarke W. Clemmer, of the Eastern States Farmers' Exchange, Springfield, Mass.

"The Care of Shade Trees," illustrated

with lantern slides, by Dr. Stanley W. Bromley, of the Bartlett Tree Research Laboratories, Stamford, Conn.

"Nursery Ethics and Economics," by Dr. Charles H. Connors, New Jersey agricultural experiment station, New Brunswick.

In the afternoon will be held the second annual conference of A. A. N. members of the eastern region, according to the program published in the January 1 issue. In addition to the reports and addresses announced, there will be the report of the special committee on by-laws and the election of chairman and secretary-treasurer for 1940.

In the evening will be the banquet and entertainment.

The final session, Thursday morning, February 1, will be devoted to reports of special committees, election of officers and other business. At this session two addresses will be heard, as follows:

"The Present Status and the Future Values in Coöperation," by Dr. Alexander E. Cance, head of the department of economics, Massachusetts State College, Amherst.

"The Value of Flower Shows to the Nurseryman," by Arno H. Nehrling, exhibition manager, Massachusetts Horticultural Society, Boston.

## VIRGINIA PROGRAM.

The winter meeting of the Virginia Nurserymen's Association will be held at Richmond, January 23 and 24. It will open with dinner at 6:30 p. m. January 23, at Ewart's cafeteria, 112 North Fifth street. After announcements by President John O. Williams, the subject, "Increasing Sales," will be discussed by Miss Louise Bernard, state supervisor of distributive education, state board of education. A lecture on landscaping is scheduled, to be followed by one on colonial estates, illustrated with many colored slides of Virginia gardens and other views of natural scenery, by Max Freydeck, assisted by S. N. Griffith and David E. Laird.

The remainder of the evening will be given over to committee meetings. The members are as follows:

Executive committee—H. B. Wharton, chairman; A. S. Gresham, S. H. Thrasher, David E. Laird, N. E. Bloxom and Morris Kern.

Membership committee—A. J. Shoosmith, chairman; W. Y. Smith, T. E. Pettus, M. R. Meyers and J. D. Yeatts.

Legislative committee—S. H. Thrasher, chairman; W. R. Shelton, and T. D. Watkins.

At 9:30 the following morning, the meeting will be called to order by the president at the John Marshall



hotel. After reports of committees and the secretary-treasurer, the following program of speakers has been arranged to occupy the entire morning and afternoon, by the program and entertainment committee consisting of S. N. Griffith, Fred Shoosmith and Kenneth McDonald:

"Spray Equipment Adapted to the Control of Insects and Diseases in Nurseries and on Private Estates and to Custom Spraying," by F. H. Blackwell, Roanoke, representing John Bean Mfg. Co., Lansing, Mich.

"Several Important Nursery Pests Which Made Nursery Spraying Essential as a Requirement for Certification in Virginia," by C. R. Willey, associate state entomologist.

"The Effect of Girdling Roots on Tree Vigor," by H. M. Van Wormer, Van Wormer Tree Service Co., Richmond.

"Activities of the American Association of Nurserymen," by Owen G. Wood, president, A. A. N.

Meeting of Virginia chapter, American Nurserymen's Association; Owen G. Wood, chairman.

Dinner, John Marshall hotel.

"The Present Status and the Future Outlook of the Virginia Nurserymen's Association," by A. G. Smith, Jr.

"Our Experience in Williamsburg with the Moving and Aftercare of Large Boxwood and Other Shrubs," by M. H. Brouwers, Williamsburg Foundation.

"Interesting Shrubs and Trees from the Landscape Point of View," illustrated by colored slides, by A. G. Smith, Jr.

"Modern Trends in the Sale of Nursery Stock," by S. H. Thrasher, Greenbrier Farms, Inc., Norfolk.

"Where Does the Nurseryman's Responsibility End?" by A. S. Gresham, Gresham Nursery, Richmond.

"Discussions at the Ohio Florists' Meeting of Interest to Virginia Nurserymen," by Kenneth McDonald, Le-Mac Nurseries, Hampton.

#### PROGRAM FOR KENTUCKY.

The following tentative program for the annual meeting of the Kentucky Nurserymen's Association at Louisville, January 29, has been announced by Secretary Howard G. Tilson, Lexington.

JANUARY 29, 9:30 A. M.

President's address, by Alvin Kidwell, Sparta.

News from the A. A. N., by Owen Wood, of the Wood-Howell Nurseries, Inc., Bristol, Va., president of the A. A. N.

Appointment of committees.

JANUARY 29, 1:30 P. M.

Address with colored slides, "Unusual Plants and Plantings," by John Siebenthaler, of the Siebenthaler Nurseries, Dayton, O.

"Who Runs Your Business?" by F. R. Kilner, editor of the American Nurseryman, Chicago.

"My Trip to Holland," by Nick Verburg, of Nick's Nursery, Anchorage.

Reports from the trade, by M. J. Yopp, Paducah; A. L. Heger, Covington; J. W. Fike, Hopkinsville; Walter Hillenmeyer, Jr., Lexington, and Theo Zollinger, St. Matthews.



## The Storrs & Harrison Company

"PAINESVILLE NURSERIES"

86 Years in

Painesville, Ohio

### MIDWEST HEADQUARTERS FOR COMPLETE NURSERY SUPPLY

Fruit Trees  
Deciduous Trees  
Evergreen Trees  
Shrubs  
Vines

Small Fruits  
Roses  
Hardy Perennials  
Plants  
Seeds, Bulbs, Tubers

## FINEST LANDSCAPE STOCK

Covering all of the best shrubs and plants for the south.

Also a half million of lining-out

CAMELLIAS, AZALEAS AND GENERAL NURSERY STOCK.

Write for Price List.

**E. A. McILHENNY**

Specialist in CAMELLIAS, AZALEAS, IRIS and HEMEROCALLIS  
AVERY ISLAND, LA.

"Pest Eradication," by Howard G. Tilson, nursery inspector.  
Report of committees.  
Election of officers.  
Banquet for members, their families and friends.

#### OREGON PROGRAM.

The midwinter meeting of the Oregon Association of Nurserymen will be held January 24, at the Heathman hotel, Portland. Invited are all licensed nurserymen, florists, bulb growers, landscape gardeners, etc.

The meeting will be called to order at 9 a. m. by President Fred J. Borsch. After the reading of minutes by the secretary, J. E. French, and the report of the treasurer, A. M. Doerner, committee chairmen will report, as follows: Quarantine, W. E. McGill; legislative, Fred J. Borsch; transportation, Paul Doty; finance and membership, A. M. Doerner.

John S. Wieman, superintendent of the state bureau of nursery service, will address the meeting.

Advisory board members will present reports as follows: Paul Doty, ornamentals and landscape; Avery H. Steinmetz, fruit trees; Knight

?

Who offers the nursery trade of this country the greatest line of rare trees and shrubs?

Write for list 3940 and find out!

But use your business stationery, as post cards will be ignored.

**W. B. CLARKE & CO.**  
San Jose, California

Pearcy, nut trees; Arthur Bowman, narcissus, iris and lily bulbs; W. E. McGill, seedlings; E. Dering, roses; H. C. Compton, berries; L. E. Weeks, gladiolus and tulip bulbs; Nick Schroeder, florists' stock.

The afternoon session will begin with a report on experimental work at Oregon State College, by Dean W. A. Schoenfeld and his staff. Other speakers will be J. D. Mickle, director of agriculture; Frank McKennon, chief of the division of plant industry; George Hyslop, Oregon State College; H. F. Gronen, secretary of the Puget Sound Bulb Growers' Association; J. I. Griner, chief of the division of plant indus-

try of Washington, and Ted Cramer, manager of the United States National bank branch at Grants Pass.

Dean Collins, of the editorial staff of the Portland Journal, will be the banquet speaker in the evening. Music and entertainment will be given by "Pals," who entertained the A. A. N. members in the "Dude Ranch" last July.

### NEBRASKA PROGRAM.

January 18 and 19 are the dates of the annual meeting of the Nebraska Nurserymen's Association and the school for nurserymen under the auspices of the agricultural college of the University of Nebraska. Headquarters will be at the Hotel Capital, Lincoln, Neb.

The annual meeting will be held at 10 a. m. January 18, at the Hotel Capital. The first session of the school, devoted to horticulture, will be held in the Plant Industry building at the college in the afternoon and the annual banquet will be held at the hotel that evening. Sessions devoted to plant pathology, entomology and other subjects will be held both morning and afternoon January 19.

The program in detail is as follows:

JANUARY 18, 1:30 P. M.

Horticulture—Plant Industry building.  
"Pruning Problems," by E. H. Hoppert.

"Nebraska Tree and Shrub Demonstration Planting," by E. G. Maxwell.

"New Chemicals in Horticulture," by R. E. Baker.

"Electric Hotbeds—Their Use and Cost," by F. D. Young.

Questions and answers by the staff.

JANUARY 18, 7 P. M.

Annual banquet at the Hotel Capital. Toastmaster, Guy Brown. Speakers, Dean W. W. Burr, college of agriculture; Prof. W. H. Brokaw, college of agriculture; Chancellor C. S. Boucher, University of Nebraska; Prof. L. R. Quinlan, landscape department, Manhattan, Kan., and Chet G. Marshall, Arlington, Neb.

JANUARY 19, 9 A. M.

Plant Pathology—Plant Industry building.  
"Black Spot of Roses," by Dr. R. W. Goss.

"Nursery Troubles with Chinese Elm," by Ernest Wright.

"Practical Treatment for Sunscald and Winter Injury Damage," by the staff.

Questions and answers by the staff.

Entomology—Plant Industry building.  
"The Present Farm and Nursery Insect Situation," by O. S. Bare.

"Practical Control Methods for Common Insects," by Dr. Tate.

Questions and answers by the staff.

JANUARY 19, 1:30 P. M.

Fundamentals of Salesmanship—Plant Industry building.

Speaker will be Ed Frerichs, sales man-

ager of the Security Mutual Life Insurance Co.

"Winter Hardiness of Plants," by Eric Kneen.

Lawn—Round-table discussion: Management, W. H. Dunman; insects, Dr. Tate; diseases, Dr. Goss, and fertilizers, M. D. Weldon.

### IOWA PROGRAM.

The third annual short course and nineteenth annual meeting of Iowa nurserymen will be held at Iowa State College, Ames, January 17 and 18. The program has just been issued in a little folder with an appropriate cover of paper reproducing wood grain.

On the morning of January 17, after welcome and announcement by Dr. B. S. Pickett, of the college department of horticulture, a business meeting of the Iowa Nurserymen's Association will be held, with President C. C. Smith, Charles City, in the chair.

In the afternoon a clinic will be held on the subject, "Making Transplants Grow," and the leaders at whom questions will be directed include T. J. Maney, H. J. Parnham, B. J. Firkins, B. S. Pickett, Henry Merkle, C. L. Noble, D. L. Hahn and George C. Decker.

In the evening dinner will be at the Sheldon-Munn hotel, C. C. Smith presiding. Dr. M. J. Dorsey, of the University of Illinois, will speak on "The Significance of Names."

Thursday morning, January 18, a discussion of new plant materials will be led by H. L. Lantz, M. J. Dorsey, R. R. Rothacker and E. C. Volz. In the afternoon the subject of discussion will be "What the Customer Wants and How It Can be

## AMERICAN NURSERYMAN

Supplied Profitably," and the leaders will be B. S. Pickett, C. C. Smith, Wayne Ferris, Earl May, W. J. Hughes and J. R. Fitzsimmons.

### INDIANA PROGRAM.

For the sixth annual meeting of the Indiana Association of Nurserymen, January 23 and 24, at the Athenæum, 401 East Michigan street, Indianapolis, the following program has been arranged:

JANUARY 23, 9:30 A. M.

Invocation, by Reverend C. R. Lizenby, pastor, St. Paul's Methodist church, Indianapolis.

Opening address by President Alex Tuschinsky.

"Our Weather," by J. H. Armington, senior meteorologist, United States weather bureau.

"Unusual Trees and Plants," by John D. Siebenthaler, of the Siebenthaler Co., Dayton, O.

JANUARY 23, 2 P. M.

"Value of Association Membership—Both State and National," by Richard P. White, executive secretary, American Association of Nurserymen, Washington, D. C.

"Indiana Plant Materials," by Scott McCoy, botany department, Butler University, Indianapolis.

Adjournment.

Banquet (informal). Master of ceremonies, Phillip Lutz, Jr.; speaker, Lieutenant Governor Schricker.

JANUARY 24, 10 A. M.

"Business and Progress," by Albert Stump, Indianapolis attorney.

"Improved Fruit Varieties," by Stanley Johnston, superintendent, Michigan State College, South Haven experiment station, South Haven.

JANUARY 24, 2 P. M.

"Changing Ideals in Business," by Toner M. Overly, director better business bureau, Indianapolis.

Business meeting.

Reading of the minutes.

Treasurer's report.

Report of committees.

Election of officers.

Appointment of new committees.

Adjournment.

## THUJA ORIENTALIS SEEDLINGS

2-yr., 4 to 8 ins., \$3.00 per 1000

Special prices on *Tsuga Canadensis*, 2 to 8 ft.; *Taxus Capitata*, 1 to 4 ft. Also Spruce, Pines and Firs. Class 1 Japanese Beetle Certificate.

### QUALITY NURSERIES

Allenwood, Pa.

P.N.A.

A.A.N.

## CHINESE ELMS

*Ulmus Parvifolia* (Lacebark Elm) and *Ulmus Pumila* (Siberian Elm) seeds, seedlings and transplants. Ask for terms and special prices.

Home Nursery Co., Richland, Wash.

## Have Inquiry For

*Platanus Orientalis*, 2-yr. whips  
*Quercus Palustris*, 5 to 6 ft.  
*Acer Platanoïdes*, 6 to 8 ft.  
*Quercus Rubra*, 4 to 5 ft.  
*Ulmus Americana*, 5 to 6 ft.  
*Ginkgo Biloba*, 4 to 5 ft.  
*Gleditsia Triacanthos*, 3 to 4 ft.

In Quantity

## What Have You?

I offer Privet, Barberry, Berry Bushes, Fruit Trees, Shrubs, Lining-out Stock, Perennials.

Mail your Want Lists

## ARTHUR DUMMETT

61 W. Grand St., Mount Vernon, N. Y.

## GRAFTED PLANTS for spring delivery

Shipped from 2 1/4-in. pots, about May 1. Earlier delivery if desired for southern or far western planting.

	Per 10	Per 100
<i>Acer palmatum</i> Ashi-Boni.....	\$3.50	\$36.00
<i>palmatum atropurpureum</i> .....	3.00	25.00
<i>dissectum atropurpureum</i> .....	3.00	25.00
<i>Cedrus atlantica glauca</i> .....	4.00	35.00
<i>Chamaecyparis obtusa gracilis nana</i> compacta.....	3.00	25.00
<i>Cornus florida alba plena</i> .....	3.00	25.00
<i>florida pendula</i> .....	3.00	25.00
<i>florida rubra</i> .....	3.00	25.00
<i>florida Weibullii</i> .....	3.00	25.00
<i>Fagus sylvatica pendula</i> .....	3.00	25.00
<i>sylvatica Riversii</i> .....	3.00	25.00
<i>sylvatica tricolor</i> .....	3.75	35.00
<i>Ilex opaca femina</i> .....	2.75	25.00
<i>opaca Howarthii</i> .....	2.75	25.00
<i>Juniperus columnaris glauca</i> .....	2.75	25.00
<i>columnaris viridis</i> .....	2.75	25.00
<i>chinesis sargentii</i> .....	2.75	25.00
<i>chinesis Sargentii glauca</i> .....	2.75	25.00
<i>scopulorum glauca</i> .....	2.75	25.00
<i>squamata</i> .....	2.75	25.00
<i>squamata Meyerii</i> .....	2.75	25.00
<i>virginiana Burkii</i> .....	2.75	25.00
<i>virginiana Canadensis</i> .....	2.75	25.00
<i>virginiana elegantissima</i> .....	2.75	25.00
<i>virginiana glauca</i> .....	2.75	25.00
<i>virginiana globosa</i> .....	2.75	25.00
<i>virginiana Keteleeri</i> .....	2.75	25.00
<i>virginiana Kosteri</i> .....	2.75	25.00
<i>virginiana Schottii</i> .....	2.75	25.00
<i>virginiana pyramidalis</i> .....	2.75	25.00
<i>Magnolia Alexandrina</i> .....	3.25	30.00
<i>Heptameria stollata</i> .....	3.25	30.00
<i>Lemni</i> .....	3.75	35.00
<i>Sorbus domestica</i> .....	3.25	30.00
<i>Sequoia sempervirens</i> .....	3.25	30.00
<i>Thuja occidentalis Douglasii spiralis</i> .....	2.25	20.00
<i>occidentalis elegantissima</i> .....	2.25	20.00
<i>occidentalis lutea Geo. Peabody</i> .....	2.25	20.00
<i>occidentalis lutea B. &amp; A. Type</i> .....	2.25	20.00
<i>occidentalis nigra</i> .....	2.25	20.00
<i>occidentalis Rosenthalii</i> .....	2.25	20.00
<i>occidentalis Wareana (sibirica)</i> .....	2.25	20.00
<i>orientalis aurea nana</i> .....	2.00	18.00
<i>orientalis conspicua</i> .....	2.00	18.00
<i>orientalis elegantissima</i> .....	2.00	18.00
<i>Tsuga canadensis Sargentii</i> .....	2.75	25.00

**HESS' NURSERIES**  
Mountain View, NEW JERSEY

## HYDRANGEA P. G.

Customers tell us that our 1-year layers are the best lining-out stock available.  
1-year layers ..... \$ 4.50 per 100  
1-year layers ..... 35.00 per 1000

## ACANTHOPANAX PENTAPHYLLUM

2-year layers ..... \$ 2.75 per 100  
2-year layers ..... 22.50 per 1000  
Packing charges extra.  
Send for complete list of lining-out stock.

**THOMAS B. MEEHAN CO.**  
DRESHER, PA.

**VIBURNUM BURKWOODII**  
NEW - SCARCE - HARDY  
Most striking improvement in flowering shrubs in many years—fragrant pink and white flowers.

Write for illustrated folder and prices  
**The Siebenthaler Company**  
DAYTON, OHIO

**GRAPE CUTTINGS**  
Caco, Beta, Portland,  
Green Mountain, Champagne,  
Fredonia  
**C. D. WRIGHT** Hamburg, Iowa

## RUTGERS SHORT COURSE.

The second annual short course for nurserymen offered by Rutgers University will be held at New Brunswick, N. J., February 5 to 9, with Dr. P. P. Pirone as leader, and a capacity enrollment of ninety is expected. The program includes two speakers each morning, beginning at 10 o'clock, and two or three each afternoon, beginning at 1 o'clock. The subjects each day are as follows:

### MONDAY, FEBRUARY 5.

Welcome, by Prof. F. G. Helyar.  
"Nutrition of Plants," by Dr. J. W. Shive.  
Luncheon at Spinning Wheel restaurant.  
"Some Recent Developments in Plant Propagation," by Prof. H. M. Bickart.  
"Drainage Problems in the Nursery," by Prof. E. R. Gross.  
"The Newer Knowledge about Soils," by Dr. J. S. Joffe.

### TUESDAY, FEBRUARY 6.

"Controlling Soil Reaction," by D. M. Goss.  
"Selection of Evergreens," by Dr. L. C. Chadwick.  
Luncheon.  
"Fertilizing Nursery Stock," by Dr. L. C. Chadwick.  
Question box, led by Dr. Chadwick.  
"Some Tree Responses to Environment," by Prof. M. A. Blake.

### WEDNESDAY, FEBRUARY 7.

"The Use of Native Trees in Landscape Plantings," by Ben Blackburn.  
"Peat and Peat Moss," by Dr. S. A. Waksmann.  
Luncheon.  
"Diseases of Trees, Shrubs and Nursery Stock," by Dr. P. P. Pirone.  
"The Control of Insects on Nursery Stock," by Dr. C. C. Hamilton.  
"Essentials of Lawn Care," by Dr. H. B. Sprague.

### THURSDAY, FEBRUARY 8.

"Perennial Varieties," by Dr. R. C. Allen.  
"The Control of Insects on Perennials," by Dr. C. C. Hamilton.  
Luncheon.  
"Cultural Practices with Perennials," by Dr. R. C. Allen.  
Question box, led by Dr. Allen.  
"Diseases of Herbaceous Perennials," by Dr. P. P. Pirone.

### FRIDAY, FEBRUARY 9.

"Selling Perennials at a Profit," by Prof. R. B. Farnham.  
"Uses for Herbaceous Perennials," by Ben Blackburn.  
Luncheon.  
"Advertising Jersey Nursery Stock," by Fred W. Jackson.  
Summary of course.  
Question box. Nurserymen's suggestions.

## MICHIGAN PROGRAM.

The nineteenth annual convention of the Michigan Association of Nurserymen will be held February 7 and 8 at the Hotel Olds, Lansing. On the afternoon of the first day, after the president's address and treasurer's report, Benjamin J. Greening, A. A. N. executive committee member, will speak on "Problems Con-

## SEEDS 1939 CROP

NOW READY FOR DELIVERY

Prices F. o. b. New York

<i>Abies arizonica</i> , Cork Fir.....	4 lb.	1 lb.
" Fraser, Fraser Fir.....	\$1.50	\$6.50
<i>Acer platanoides</i> , Norway Maple.....	1.50	4.25
" spicatum, Mountain Maple.....	1.00	3.50
<i>Amelanchier stolonifera</i> , Running Shadblow, d.b. ....	.75	2.50
<i>Aristolochia tomentosa</i> .....	.55	1.85
<i>Benzoin canadensis</i> , Spicabush.....	.45	1.50
<i>Berberis thunbergii</i> , Japanese Barberry, c. s. ....	.75	3.50
" thunbergii atropurpurea, c. s. ....	5.00	16.00
<i>Betula lenta</i> , Yellow Birch, c.s. ....	1.85	6.00
" nigra, River Birch, c.s. ....	.50	1.80
" papyrifera, Canoe Birch.....	.45	1.50
<i>Bignonia radicans</i> , Trumpet creeper.....	.65	2.25
<i>Calycanthus floridus</i> , Common Sweetshrub, Northern Red.....	.50	1.65
<i>Catalpa speciosa</i> , Western Catalpa.....	.35	1.10
<i>Celtis mississippiensis</i> , Sugarberry, d.b. ....	.55	1.80
" occidentalis, Hackberry, d.b. ....	.45	1.60
<i>Cercis canadensis</i> , American Redbud.....	.55	1.85
<i>Clematis texensis</i> , Scarlet Clematis, c.s. 1/4 oz. ....	80.75	...
<i>Cornus alba sibirica</i> , Coral Dogwood, c.s. ....	.75	2.50
" alternifolia, Flowering Dogwood, c.s. ....	.60	2.10
" canadensis, Bunchberry, d.b. ....	1.05	3.75
" stolonifera, Red Osier Dogwood, c.s. ....	.60	2.10
<i>Corylus americana</i> , American Hazelnut.....	.30	.85
<i>Crataegus oxyacantha</i> , English Hawthorn, c.s. ....	.35	1.20
<i>Cupressus arizonica</i> , Arizona Cypress (genuine).....	.90	3.25
<i>Cydonia japonica</i> , Flowering Quince, c.s. ....	.90	3.25
<i>Daphne mezereum</i> , February Daphne.....	1.25	4.80
<i>Fraxinus americana</i> , White Ash.....	.25	.75
" lanceolata, Green Ash.....	.25	.75
<i>Halesia tetraptera</i> , Great Silverbell.....	.35	1.25
<i>Juniperus communis</i> , c.s. ....	.45	1.50
" virginiana, Red Cedar, d.b., Northern.....	.45	1.50
" virginiana, Red Cedar, d.b., Platte River.....	.35	1.25
<i>Kalmia angustifolia</i> , Lambkill, c.s. ....	1.50	...
<i>Laurocerasus caroliniana</i> , Carolina Cherry-laurel.....	.35	1.25
<i>Liriodendron tulipifera</i> , Tulip Tree.....	.25	.75
<i>Magnolia fraseri</i> , Fraser Magnolia, c.s. ....	1.40	5.00
" tripetala, Umbrella Magnolia.....	.50	1.75
<i>Malus baccata</i> , Siberian Crab, c.s. ....	1.70	5.75
" coronaria, Wild Sweet Crab, c.s. ....	1.25	4.50
<i>Morus rubra</i> , Red Mulberry, c.s. ....	1.10	4.00
<i>Picea excelsa</i> , Norway Spruce.....	.55	1.75
" glauca albertiana, Black Hills Spruce.....	1.45	5.50
" pungens, Colorado Spruce.....	1.25	4.50
<i>Pinus attenuata</i> , Knobcone Pine.....	1.55	5.50
" caribaea, Slash Pine.....	.75	2.50
" jeffreyi, Jeffrey Pine.....	.90	3.25
" lambertiana, Sugar Pine.....	.70	2.40
" ponderosa, Western Yellow Pine.....	.50	1.65
" rigida, Pitch Pine.....	.70	2.25
" strobus, White Pine.....	.55	1.75
" virginiana, Scrub Pine.....	1.65	6.00
<i>Populus nigra italica</i> , Lombardy Poplar.....	.45	1.25
" tremula, European Aspen.....	.55	1.75
<i>Prunus besseyi</i> , Bessey Cherry, c.s. ....	.80	2.50
" cerasifera, Myrobalan Plum.....	.25	.75
" pumila, Sand Cherry, c.s. ....	.65	2.25
" virginiana, Common Chokecherry, c.s. ....	.55	1.85
<i>Quercus coccinea</i> , Scarlet Oak.....	.22	.75
" rubra.....	.20	.70
<i>Rhamnus frangula</i> , Glossy Buckthorn, c.s. ....	.50	1.45
<i>Rhododendron catawbiense</i> , Catawba Rhododendron, c.s. ....	80.80	...
" Cunninghamii, c.s. 1/4 oz. ....	\$1.60	...
<i>Rosa blanda</i> , Meadow Rose, dried hips.....	.55	1.75
<i>Sambucus cerulea</i> , Blueberry Elder, d.b. ....	.90	3.25
<i>Sequoia sempervirens</i> , Redwood, Genuine Calif. seed.....	1.00	3.50
<i>Taxus baccata</i> , English Yew.....	.60	1.75
<i>Thuja orientalis aurea conspicua</i> , Goldspire Arbor-vitae.....	.90	3.00
<i>Viburnum acerifolium</i> , Mapleleaf Viburnum, d.b. ....	.40	1.25
" cainoides, Withe-rod, d.b. ....	.25	.75
" lentago, Nannyberry, d.b. ....	.55	1.75

Also a good list of perennials.

SEND FOR COMPLETE CATALOGUE

## HERBST BROTHERS

92 Warren Street, NEW YORK, N. Y.



fronting the American Nurserymen and What the A. A. N. Is Doing about Them," and Prof. C. E. Millar, of Michigan State College, will talk on "Lawn Making."

Reports of committees and election of officers will follow.

In the evening will be held the banquet, with entertainment arranged by a local committee. The speaker will be Frank Whitwam, manager of the Graphic Arts Association, Grand Rapids, whose subject is "The Dummy Knows Salesmanship."

The following morning, after a breakfast meeting of the Michigan A. A. N. chapter, C. A. Boyer, director of orchard and nursery inspection in Michigan, will talk on the activities of his department and F. R. Kilner, editor of the American Nurseryman, will speak on "Observations in Nursery Merchandising." Prof. Donald Cation, of Michigan State College, will give the latest information on "Virus Diseases of the Peach." An hour has been left open for discussion from the floor.

Space will be provided in the lobby for exhibits. Mrs. Arthur L. Watson, chairman of the ladies' division, is planning entertainment for those who will attend.

#### NEW JERSEY'S DELEGATES.

Charles Hess, Mountain View; William Wells, Sr., Vineland, and William Flemer, Princeton, will be New Jersey's official delegates to the 1940 convention of the American Association of Nurserymen, at New York next July, it was decided at a recent meeting of A. A. N. members of the state.

William Wells, Jr., Vineland; Lester Lovett, Little Silver, and Walter Ritchie, Rahway, were selected as alternates.

THE midwinter meeting of the Washington State Nurserymen's Association and the Washington state chapter of the A. A. N. will be held January 30 at the New Washington hotel, Seattle.

THE Ornamental Growers' Association met at New York, January 4. Its members made few changes in prices, found stock adequate in most lines and the demand firm. The outlook for spring sales was considered highly encouraging.

## Patent Owners Meet

*Perfect Organization Initiated at Portland and Elect Officers at Directors' Meeting at Chicago*

The National Association of Plant Patent Owners, formed at Portland, Ore., last July, held a meeting to carry forward the purposes of organization, at the La Salle hotel, Chicago, January 9. Present were:

Paul Stark, Stark Bros. Nurseries & Orchards Co., Louisiana, Mo.  
Charles H. Perkins, Jackson & Perkins Co., Newark, N. Y.  
Jacques Legendre, H. A. Dreer, Inc., Riverton, N. J.  
John Lemon, J. H. Hill Co., Richmond, Ind.  
J. J. Grullemann, Wayside Gardens Co., Mentor, O.  
Leon DeStout, Howard & Smith, Los Angeles, Cal.  
Robert Pyle, Conard-Pyle Co., West Grove, Pa.  
Harry Malter, Greening Nursery Co., Monroe, Mich.

Of about 350 plant patents issued, more than one-third are held by patentees owning rights in one patent only, another third by individuals or firms owning from two to four patents and approximately another third by about a dozen firms or individuals which own from six to forty patents each. The last group has undertaken to set up this organization.

Since the Portland meeting consideration has been given to the development of the purposes and possibilities of the organization. In Chicago, the action taken in Portland was confirmed, except to elect Robert Pyle as president in place of Paul Stark, who resigned, and John Lemon as vice-president in

place of Robert Pyle, with other temporary officers confirmed as follows: Secretary and treasurer, Paul V. Fortmiller, Newark, N. Y.; executive committee, made up of officers and John A. Armstrong, Ontario, Cal.; Benjamin J. Greening, Monroe, Mich.; Joseph H. Hill, Richmond, Ind.; R. B. Peterson, Wenatchee, Wash., and A. F. J. Baur, Indianapolis, Ind.

Plans were made for completing the membership roster for incorporation and for the development of other objectives leading to the functioning of the organization.

It is intended that every owner or assignee of a plant patent shall be recognized as eligible for membership, and invitations will be issued in the near future.

It is proposed that annual meetings shall be held in January, exact time and place subject to the call of the executive committee. The next meeting will be during the convention of the American Association of Nurserymen, in July, at New York.

Enthusiasm was expressed because of the prospective value of this organization. It is expected that its great value will lie in educating the public in the meaning and working of the American plant patents, America being the only nation in which such a law has been enacted. The new organization is expected to

### ROSES - CALIFORNIA GROWN

H. T. - H. P. - Polyantha  
Climbers - Rugosas

### FRUIT TREE STOCKS

Washington Grown  
Complete Assortments

These are but two SPECIALTIES selected from our large and complete line of GENERAL NURSERY STOCK.

*Write for our complete 88-page Trade List.*

FRUIT TREES - ORNAMENTAL TREES AND SHRUBS - EVERGREENS  
EVERGREEN L. O. S. - PERENNIALS - VINES - BULBS

### MOUNT ARBOR NURSERIES

E. S. Welch, Pres.

Est. 1875

Shenandoah, Iowa

"One of America's Foremost Nurseries"

## MODERATE PRICES

**RHODODENDRON HYBRIDS.**  
Grafted, hardy varieties only.

**AZALEA KAEMPFERI HYBRIDS.**  
Named varieties, the hardiest of all Azaleas for landscape work.

**KOSTER'S BLUE SPRUCE.** Perfectly shaped; transplanted.

**EUROPEAN BEECH,** fine specimen. Also fastigiata, pendula, Riversii.

Ask for catalogue

## BAGATELLE NURSERY

P. M. Koster, Mgr.

P. O. Huntington Station, L. I., N.Y.

### SHADE TREES

Ash, American	Per 10	Per 100
10 to 12 ft.	\$10.00	\$90.00
2 to 2 1/4 in. cal.	15.00	140.00
2 1/4 to 3 in. cal.	20.00	185.00
Elm, American		
10 to 12 ft.	6.50	60.00
2 to 2 1/4 in. cal.	12.50	115.00
2 1/4 to 3 in. cal.	20.00	175.00
Elm, Chinese		
8 to 10 ft.	10.00	95.00
10 to 12 ft.	12.50	115.00
Flowering Crab (assorted varieties)		
3 to 4 ft.	4.50	40.00
4 to 6 ft.	6.00	50.00
Maple, Norway		
10 to 12 ft.	10.00	90.00
1 1/2 to 2 in. cal.	12.50	115.00
2 to 2 1/4 in. cal.	17.50	165.00
2 1/4 to 3 in. cal.	22.50	200.00
3 to 3 1/2 in. cal.	30.00	275.00
Oak, Pin		
1 1/2 to 2 in. cal.	14.50	150.00
2 to 2 1/4 in. cal.	20.00	185.00
2 1/4 to 3 in. cal.	30.00	275.00
Poplar, Lombardy		
6 to 6 ft.	1.50	10.00
6 to 8 ft.	2.00	15.00
8 to 10 ft.	3.00	25.00
10 to 12 ft.	4.50	35.00
Specimen Apple Trees		
7 to 8 ft.	12.50	100.00
Willow, Weeping		
6 to 8 ft.	6.00	50.00
8 to 10 ft.	8.50	75.00

Waynesboro Nurseries, Inc., Waynesboro, Va.

## BOBBINK & ATKINS

Nurserymen since 1898

Rutherford, New Jersey

Send for a copy of our  
1940 Wholesale  
Catalogue.

Use printed stationery, please.

**PIN OAKS, ELMS, SUGAR MAPLES**  
up to 3-inch caliper.

**NORWAY MAPLES**

up to 4-inch caliper.

STRICTLY A No. 1 SHADE TREES.

APPLE - PEACH - CHERRY - PEAR

WASHINGTON-GROWN ROSES

SHRUBS - Pyracantha Lalandii  
up to 3 to 4 feet.

**GREENING NURSERIES**

MONROE, MICHIGAN

Born 1850 - Still Growing

institute research into the technical and legal backgrounds underlying the practice and to study the problems and develop the best technique for effective enforcement and protection from possible infringements in order that the interests of plant patent owners may be fully protected. Patent owners who join the organization only will be able to avail themselves of its assistance, should need arise for the protection of their own patents.

### JEWELL REORGANIZES.

The Jewell Nursery Co., Lake City, Minn., having operated in receivership the past year, has been reorganized under the name of Jewell Nurseries, Inc.

The final accounting of Kenneth B. Law as receiver received a hearing January 6, at which was submitted an offer of the new corporation to purchase for \$100 the remaining assets in the receiver's hands, including old accounts, considered of no value, corporate books and accounting records of the old company and old books and pictures of horticultural subjects.

The receiver had before realized \$154.89 from the sale of the equity in certain items of machinery purchased on conditional sales contracts.

The inventory of nursery stock and office furniture, horses, machinery and equipment was sold at public auction December 20 and bid in by the Rochester Production Credit Association, holder of a chattel mortgage. All the real estate was in the name of either R. D. Underwood or Florella Underwood, his wife, and mortgaged to the Federal Land Bank and land bank commissioner; it is now in process of foreclosure.

The old company's assets were purchased by a group of Lake City businessmen, to continue the enterprise, which has been the largest employer of labor there. Incorporators are Bj. Loss, K. R. Smith, Miss Ann Lindmeier and George Schmidt. Mr. Loss, who is president of Lake City Nurseries, Inc., was named president and Miss Lindmeier secretary and treasurer of the corporation. It is proposed to make some reduction in the present acreage of the nursery and to devote half of the greenhouse space to growing cut flowers and potted plants.

We offer the following  
grafted plants,  
shipped from  
2 1/4-inch pots  
on or about May 1, 1940

### JUNIPERUS

SIZE: 8 to 12 ins.	Per 100	Per 1000
chinesensis columnaris		
glauca	\$22.50	\$200.00
masculina	22.50	200.00
Pfitzeriana	22.50	200.00
Pfitzeriana Kallay's		
compacta	35.00	300.00
pyramidalis	22.50	200.00
scopulorum Chandler's		
blue	22.50	200.00
squamata Meyer's	22.50	200.00
virginiana Burkli	22.50	200.00
Canertii	22.50	200.00
Canertii Kallay's	22.50	200.00
elegantissima	22.50	200.00
globosa	22.50	200.00
Keteleeri	22.50	200.00
pendula	22.50	200.00
Schottii	22.50	200.00

The following are branched bench grafts on heavy understock, shipped with moss balls about June 15 after the new growth has hardened in:  
SIZE: 8 to 12 ins. Per 100 Per 1000

Picea pungens		
Kosteriana	\$30.00	\$250.00
Moerhousii	35.00	300.00

### THUJA

SIZE: 8 to 12 ins.	Per 100	Per 1000
occidentalis Columbia	\$17.50	\$150.00
elegantissima	17.50	150.00
lutea	17.50	150.00
pyramidalis	17.50	150.00
spiralis	17.50	150.00
orientalis compacta, 6 to 8 ins.	17.50	150.00
Kallay's golden, 8 to 12 ins.	17.50	150.00

**The Kallay Brothers Co.**  
Painesville, Ohio

### NEW PERENNIALS

To modernize your line and increase your sales. All field-grown plants.

	Per 100
Aethionema Warley Rose. Bright pink. 3-in. pots.	\$30.00
Aster Beechwood Challenger. New red.	15.00
Chrysanthemum Esther Read. New dbl. white.	25.00
Dianthus Rose Unique. Deep pink, fragrant.	15.00
Gaillardia Barnes Ruby. Best clear red.	15.00
Gaillardia Mr. Sherbrook. Best pure yellow.	12.00
Heuchera Bloom's Variety. New coral-red.	15.00
Heuchera Freedom. New light rose.	20.00
Heuchera Oakington Jewel. Coral-red, tinged copper.	20.00
Heuchera Mary Rose. New pink.	15.00
Heuchera Snowflake. Large pure white.	20.00
Phlox subulata Camila. Large salmon-pink.	15.00
Phlox subulata Snow White. White, compact.	15.00
Veronica Incana rosea. Silver foliage.	20.00

Send for catalogue.

The Original  
**BARNES BROS. NURSERY**  
Established 1890

YALEVILLE, CONN.

## WILLIS NURSERY CO.

Wholesale Nurserymen

Write for price list.

Complete assortment. Low prices.

OTTAWA - KANSAS

## CHINESE ELM

**ULMUS PUMILA** (Northern Strain)  
Hardy Northern Type - Mature stock, power dug.  
Bellesana Poplar Whips, English Privet  
Write for new Surplus List  
**TOLLESON NURSERIES** - Denver, Colo.

# This Business of Ours

*Reflections on the Progress and Problems  
of the Nurseryman—By Ernest Hemming*

## THE OLD STOCK GROUND.

Possibly the nursery is too modern and up-to-date in its methods of production to have a stock ground of any kind, and perhaps the young manager, knowing more about diseases and pests than we used to know, does not approve of it, considering it a breeding place of all kinds of trouble. But, in spite of what the young management may think, I like a stock ground.

A place not in the front part of the nursery, but not too far away; a place not subject to the usual routine, where plants grow much as they want to. Occasionally we really have to take men off more important work to clean it up and, what is worse, to stay with them or the dumb eggs will be sure to grub something out that has wonderful possibilities.

The stock ground I am thinking about is that piece of ground where the old man used to plant odds and ends, things he did not want sold. Some of them had merely a sentimental value, and some he did not know and wanted to get acquainted with.

It is surprising how many plants a nurseryman does not know, except in a young state, or he would not so often plant forest trees in front of his customer's window. And how much better catalogue copy he can write about some of the old things after he has seen a specimen come to perfection in the old stock ground!

Who knows how, when and whence the next best seller is coming? Perhaps it will be discovered in some unexplored region of the earth, or maybe it will be scientifically produced, duly patented; or then it may come via the old stock ground. This year the row of *Ilex verticillata* was bright with berries, at least those that bear the berries. It is too bad there is such a big percentage of pollen-bearing plants in every batch grown from seeds that have little sale value. The berries are the only attractive quality of the plant, but they are exceptionally brilliant scarlet and make the plant well worth while. Let us see what percentage in this row: "87, 88, 89—" Whoopee! The count was

forgotten. Now, what do you think of that? A yellow-berried one! There are yellow-berried forms of the American holly, *Ilex opaca*, and the English holly, *Ilex Aquifolium*, but this is the first time I have ever seen a yellow-berried deciduous holly.

That plant goes to the stock ground. We shall have to see if it comes true from seed or if we shall have to bud it. Anyway, we shall know more about it in ten years or so, and it won't get lost in the stock ground. We can layer a few of the branches, too.

Yes, the stock ground accumulates rubbish, more rubbish than prizes, but the real plantsman knows that novelties usually do not spring into existence; they are more often the result of slow evolution through trained eyes' being quick to note variation from type and through having a stock ground in which to preserve them and develop the possibilities, if any.

E. H.

## THE MARCH OF PROGRESS.

While in Florida last winter, I was much impressed by the quality of some carnations in a florist's window. I knew it was unlikely they could have been grown so far south and they seemed even better quality than you would expect from Baltimore or Philadelphia. The florist told me they came from Denver. To me, this was an unexpected source, showing that the trend was reversed, and carnations were being shipped east instead of west.

The United States is a big country, with a wide variety of climate and varied resources. Add to this the rapid progress in transportation, refrigera-

tion, etc. Both the florist and the nurseryman must keep on their toes or they will be left behind in the march of progress. And the only way to keep up is to read the trade journals. If you want to carry your weight in the procession, write to them. Just your name in print will make you a brother.

E. H.

## FULL DAY AT ROCHESTER.

[Continued from page 13.]

ville; agency, John B. Keane, William C. Moore & Co., Newark; production, R. L. Holmes, Jackson & Perkins Co., Newark.

## Election of Officers.

Opening the afternoon session, L. C. Akenhead presented the report of the nominating committee, and those named were promptly elected as follows: President, Henry Maxwell, Geneva; vice-presidents, Philip Farber, Rochester; William Pitkin, Jr., Rochester; Harry Glenn, Rochester; Schuyler Arnold, Coldwater; secretary-treasurer, C. J. Maloy, Rochester; assistant secretary-treasurer, H. B. Tukey, Geneva.

The executive committee was elected as follows: Paul Fortmiller, Newark; Howard Maloney, Dansville; Carl Boone, Rochester; Donald C. Brown, Rochester; Harry Glenn, Rochester; L. J. Engleson, Newark; E. H. Costich, Westbury.

The legislative committee was named as follows: Charles H. Perkins, chairman; William Pitkin, Jr.; Donald C. Brown, Paul Fortmiller, Robert Brown, W. J. Maloney, L. J. Engleson, E. H. Costich.

Mr. Maxwell, of Maxwell-Bowden, Inc., and former mayor of Geneva, was called to the platform for a few words.

G. E. Brandow, of the department of agricultural economics and farm management at Cornell University, showed charts indicating the decline and rise of the price level from 1929

## LAKE'S SHENANDOAH NURSERIES

*Large growers of Washington and Oregon-grown*

**Apple, Mahaleb, Mazzard, Myrobalan  
Pear and Quince Seedlings.**

**Shenandoah-grown Native Plum and Peach Seedlings.**

**A Complete Assortment of General Nursery Stock.**

**Ask for Trade List.**

**70 YEARS AT SHENANDOAH, IOWA**



The Best in Native  
Nursery-Grown  
**Rhododendrons**  
**Kalmia Hemlocks**  
**Azaleas and Pieris**  
**LaBars' Rhododendron Nursery**  
STROUDSBURG, PA.

**TAXUS**  
**Cuspidata Capitata**  
1½ to 10 feet.  
Best available.  
Carloads or truckloads only.  
**VISSER'S NURSERIES**  
Springfield Gardens, L. I., N. Y.

**WHOLESALE TRADE LIST**  
**JUST ISSUED**  
Lower prices on Evergreens, Deciduous Trees, Shrubbery, Berry Plants, Barberry Thunbergii, green and red; Evergreen Barberry, Glossy Privet, California Privet, Lining-out Stock, 2-yr. Budded Apple Trees, Peach Trees in quantity—Hale Haven, South Haven, Elberta, etc.  
It would be to your interest to have our new trade list which will be mailed on request. For large quantities mail us list for Special Letter Prices.  
**The Westminster Nurseries**  
WESTMINSTER, MARYLAND

**SHRUBS**  
A Complete Assortment  
Of Clean Well Grown Plants  
Write Us  
**JACKSON & PERKINS COMPANY**  
Newark, New York

**BURR'S QUALITY**  
**BERBERIS THUNBERGII**  
(Japanese Barberry)  
SEEDLINGS (1-yr.) Per 1000 Per 10,000  
9 to 12 ins. .... \$9.00 \$79.00  
6 to 9 ins. .... 7.00 50.00  
3 to 6 ins. .... 5.00 35.00  
Can ship now or when you say.  
**C. R. BURR & CO., INC.,** Manchester, Conn.

**KOSTER COMPANY, INC.**  
JUNIPERS, GRAFTED VARIETIES  
9 to 12 ins., 1-yr., field, tpl. .... \$250.00 per 1000  
NORWAY SPRUCE LINERS  
9 to 12 ins., 2-yr., field, tpl. .... 35.00 per 1000  
**BRIDGETON, N. J.** Write for catalogue.

to 1939 and another chart of the changes in business activity in the period. Still another showed the cycles in building activity in the past 100 years, averaging eighteen years each. From these he predicted a demand for goods in this country in consequence of the war and, as employment increases, a demand for residential building. That should bring improved business to nurserymen within the next year or two, at least.

Showing an excellent series of slides from color photographs, A. M. S. Pridham, of Cornell University, pointed out the characteristics of various plants and how they fitted in the structure of the landscape planting, formal or informal.

Conditions outside one's business affect them less than those inside, declared Gordon W. Iverson, Rochester sales manager of the National Cash Register Co., in a stimulating talk on sales and sales methods. He presented many illustrations from his wide experience to indicate how attention to costs, volume and training [Continued on page 32.]

#### MEEHAN RECOVERING.

Albert F. Meehan, of Thomas B. Meehan Co., Dresher, Pa., is rapidly recovering from the effects of an automobile accident which occurred December 21. While he was driving home from the office, an automobile ran past a stop sign into a dangerous intersection and plowed into the side of Mr. Meehan's car, demolishing it, but fortunately causing no more than several broken ribs and severe bruises. He has been keeping in close touch with the business and expects to be back at his desk within a week or so.

#### NEW PLANT PATENTS.

The following plant patents were issued in recent weeks according to Rummler, Rummler & Davis, Chicago patent lawyers:

No. 351. Peach tree. Vine Carson Campbell, Yakima county, Wash., assignor to Walter Dibble Plough, Wenatchee, Wash. A new and distinct variety of peach tree, having the appearance and qualities of the Rochester variety except that it produces ripened fruit from eighteen to twenty-one days earlier.

No. 352. Red chrysanthemum plant. Clarence C. Mayhew, Sherman, Tex., assignor to the Texas Nursery Co., Sherman, Tex. A new and distinct variety of chrysanthemum plant, characterized by the shape of its blooms and the red color of its flowers.



Have you received Dreer's New Wholesale Catalogue for 1940? If not write for your free copy today. You will find it helpful throughout the year.

**HENRY A. DREER, Inc.**  
Philadelphia, Pa.

## TREES

We have a fine assortment of excellent trees for Landscape, Parks or Street Planting.

Pin Oaks, Red Oaks, Honey Locusts  
Sugar Maples, Sweet Gums  
European Lindens, Hemlocks and  
Pines

**OUTPOST NURSERIES**  
Ridgefield, Conn.

**TAXUS**  
**AZALEAS**  
**RHODODENDRONS**  
ASK US ABOUT THEM  
**WYMAN'S**  
**FRAMINGHAM NURSERIES**  
FRAMINGHAM MASSACHUSETTS

**PRIVET and BERBERIS**  
Splendid Stock  
Write for Special Quotations  
**LESTER C. LOVETT**  
MILFORD DELAWARE

**PRINCETON NURSERIES**  
of PRINCETON, N. J.  
**SUPERIOR**  
**Hardy Ornamentals**

**Old English**  
**BOXWOOD**  
Wholesale  
10 ins. and up — Any quantity  
**BOXWOOD GARDENS**  
Mrs. R. P. Royer, High Point, N. C.

# Abandon Beetle Ban?

## *Public Hearing Next Month Called to Consider Possibilities in Revoking Federal Quarantine*

A public conference to consider the advisability of withdrawing federal quarantine against the Japanese beetle and ending federal cooperation with the states for the suppression of the beetle will be held at 10 a. m. February 27, in the auditorium of the United States National Museum, Tenth street and Constitution avenue, Washington, D. C.

The federal-state suppressive program, begun in 1919, has retarded the spread of the Japanese beetle, particularly long-distance jumps, through being carried from one place to another. It cannot, however, stop entirely the beetle's spread. The 1939 survey showed an additional spread of the beetle, especially in New York, Pennsylvania, Ohio, West Virginia, Indiana, North Carolina and Georgia. Dr. Lee A. Strong, chief of the bureau of entomology and plant quarantine of the United States Department of Agriculture, has called the February meeting to allow those interested to express their opinions as to whether the benefits derived from the federal quarantine and cooperation are worth the costs.

If the federal quarantine is withdrawn and federal cooperation ended, Dr. Strong points out, states where the Japanese beetle is not yet established may take any measures they choose to prevent the entry of the beetle.

In announcing the conference at Washington, Dr. Strong made the following statement:

"For the last several years it has been increasingly apparent that the Japanese beetle is gradually spreading into hitherto uninfested areas. While the jumps taken by the insect to points where new centers of infestation would result in the last several years have not been unduly alarming as compared with the progress it had made in previous years, nevertheless everyone who has watched the Japanese beetle situation knows there is a continual expansion of the area under regulation on account of this insect.

"The results of the scouting program for 1939 indicate some addi-

tional expansions in a number of the states in which the Japanese beetle infestation occurs. If the suppressive measures are to keep pace with the constantly growing area, increased expenditures appear to be the only answer. The thought of increased expenditures leads to the question whether the benefits derived from the efforts to prevent the spread of the Japanese beetle are now worth the price, and particularly whether they justify the greatly increased cost which will be necessary to deal adequately with the situation in the larger area now involved.

"It seems advisable to obtain an expression of public opinion with respect to this situation and before amending the quarantine to take care of the points found infested during the past season, a public conference in the city of Washington, D. C., is being called to consider the wisdom of the maintenance of the suppressive program directed against the Japanese beetle, the benefits derived under that program, the possible alternative measures that may be taken by the uninfested states for their own protection if the federal quarantine were revoked, and the additional areas that would need to be brought under the Japanese beetle quarantine before the adult beetle season of 1940 arrives."

### GEORGIA MEETING.

The annual meeting of the Georgia State Nurserymen's Association was held at Augusta, January 8. After the minutes had been read and approved, the following committees were named by President Donald M. Hastings: Nominating—R. P. Mayo, H. W. V. Balk and Mr. Ahern; resolutions—John Wilkinson, Mr. Wallis and Mr. Duke; auditing—Mr. Morse and J. G. Bailie.

Colonel Killebrew, acting for the mayor of Augusta, welcomed the nurserymen. President Hastings responded with an interesting and inspiring talk. At this point Judge Henry C. Hammond, of Augusta, came in and was called on by President Hastings to make a talk, which

he did, and he gave a cordial invitation to the nurserymen to visit his place. He specializes in growing camellias.

Owen G. Wood, president of the American Association of Nurserymen, spoke on the recent changes in the social security law and on the wage-hour law as amended.

Mr. Mayo, of Augusta, discussed a proposed nurserymen's lien law. A motion was made and carried that a committee be named by the new president to work with members of the state legislature for the enactment of such a law.

The following committee was named to recommend a suitable emblem to be used by the Georgia association and its members: Mr. Balk, Mr. Wallis, Mr. Wilkinson and Mr. Duke.

When the president asked for invitations for the 1940 convention, H. M. Dudley responded by asking the nurserymen to meet at Athens, during the first week in January, 1941.

After luncheon the nominating committee recommended the following officers for 1940: President, John Wilkinson, Hogansville Nurseries, Hogansville; vice-president, H. M. Dudley, Dudley's Nursery, Athens; secretary and treasurer, James Stubbs, Monroe Landscape & Nursery Co., Atlanta. They were elected.

As a fitting climax, the members present were treated to a moving picture in natural colors made by Mill-edge Murphy, of the Georgia state entomologist's office, and sponsored by the Men's Garden Club of Atlanta, which covered some of the most beautiful gardens in the state.

After the convention adjourned, those present enjoyed an automobile trip through the Fruitland Nurseries, which among other things, specialize in camellias.

### CONNECTICUT MEETING.

The annual meeting of the Connecticut Nurserymen's Association was held at the Hotel Stratfield, Bridgeport, January 4.

President Louis C. Vanderbrook introduced the new state entomologist, Dr. Roger Friend, who responded briefly.

Edgar Brown, reporting for the executive board, stressed the point that nurserymen can help themselves by cooperating to the extent of giving

## PHLOX PLANTS

We offer over forty leading varieties of Hardy Phlox. True to name, no mixtures. Prices are right. Let us mail you complete list.

We also grow a complete line of Lining-out Evergreens, Specimen Evergreens, Shade Trees, Shrubs and Perennials. Write for special quotations on quantity orders.

### SHERMAN NURSERY COMPANY

"55 Years—Still Growing"  
Charles City, Ia.

Red Aronia  
Black Aronia  
Cornus paniculata  
Crataegus Crus-galli  
Rhodotypos kerrioides  
Viburnum molle  
Viburnum Opulus

2-year-old strong home-grown seedlings, 12 to 15-in. size.

Write for prices.

**HINSDALE NURSERIES, Inc.**  
Hinsdale, Illinois

## JUNIPERS

Grafted on Juniperus virginiana understocks, available for spring delivery.

These plants are grown in pots 2 1/4 x 2 1/4.

virginiana glauca	100	1000
Canertill	\$20.00	\$180.00
Burkil	20.00	180.00
Ketsleeri	20.00	180.00
Kosteri	20.00	180.00
Schottii	20.00	180.00
pyramidalis	20.00	180.00
elegantissima	20.00	180.00
Meyeri	20.00	180.00
Smithii	20.00	180.00
Sabina	20.00	180.00
Von Ehren	20.00	180.00
Pfitzeriana	20.00	180.00

These prices are F.O.B. Louisville, Ky. Boxing extra at cost.

**LOUISVILLE NURSERIES** R 6, Louisville, Ky.



## EVERGREENS

For Seventy-six Years  
Growers of Quality Evergreens  
Lining-out Stock a Specialty

Write for Trade List

**EVERGREEN NURSERY CO.**  
Established 1864 : STURGEON BAY, WIS.

## JUNIPERUS PFTIZERIANA

Per 1000  
Cold frame cuttings, 5 to 6 ins. .... \$35.00  
Once transplanted, 12 to 14 ins. .... 65.00  
If interested please write for free samples.

**A. PASTOR WHOLESALE NURSERY**  
4013 Lennox Blvd. Inglewood, Calif.

**LINING-OUT STOCK**  
Evergreens, Shrubs, Trees, Vines

Write for list

**HILLTOP NURSERIES**  
CASSTOWN - OHIO

## QUALITY UNDERSTOCK AND LINERS

Per 1000

Biota Orientalis, 2-yr., tr. grafting size	\$20.00
Juniperus Virginiana, tr. grafting size	25.00
Cornus Florida, tr. 12 to 18 ins.	17.00
Ginkgo Biloba, 2-yr., 8, 6 to 10 ins.	25.00
Japanese Barberry, 1-yr., 8, 8 to 10 ins.	7.00

**KLEIN NURSERY & FLORAL CO.**  
Crestwood, Ky.

talks before interested groups in their own vicinity.

Seven new members were voted into the association.

Joel Barnes gave a brief report on the Japanese beetle.

Louis C. Vanderbrook gave a brief résumé on the advantages of belonging to the A. A. N.

It was moved to pay the secretary \$50 per year.

Arthur C. Bird, reporting for the nominating committee, submitted the following names: President, Henry Verkade; vice-president, Edwin Hoyt; secretary-treasurer, Peter Cascio. The secretary was instructed to cast one ballot to elect this slate of officers.

President Vanderbrook appointed the following members to the vigilance committee for the enforcement of the code of ethics: Peter Cascio, F. S. Baker, George S. Harris, Alec Cumming, E. M. Brown, Jack Barnes, Louis C. Vanderbrook.

Peter Johnson, from the experiment station staff, gave a complete account of the Japanese beetle in Connecticut. The newest controls now being studied are a nematode and bacteria. These two are available now for use, and if experiments continue to justify their use in the future, as is now indicated, these two controls will be developed to a large extent.

Russell Barnes, inspector for the landscape division of the state highway department, gave an interesting talk on the aims and ideals of this department.

Edgar Brown gave a brief but enlightening talk on the use of Dowax as an aid to planting during the summer period. Mr. Brown has had some quite favorable results on evergreens and shade trees.

Committees appointed by Henry Verkade, president-elect, were as follows:

Executive: Louis C. Vanderbrook, Edgar Brown, A. C. Bird, F. S. Baker.

Membership: W. A. Van Heiningen, E. D. Robinson, George Godfrey, Alec Stovekin.

Entertainment: Edwin Hoyt, John Verkade, Peter Cascio, Joel Barnes.

Resolutions: Ed Kelley, J. C. Van Heiningen.

Publicity: Peter Cascio.

Special: Alec Cumming, F. S. Baker, Louis C. Vanderbrook.

The special committee is to see what can be accomplished on classifying bona fide nurseries separately from so-called back-yard gardeners, as recommended in the president's address. Peter Cascio, Sec'y.

## TAXUS CUSPIDATA

### Spreading Yew

Improved dark green strain. Best for sun or shade, foundation plantings and hedges.

2 to 8 feet

Send for special list.

**THE W. A. NATORP CO.**  
Cincinnati, Ohio

## EVERGREENS

Complete assortment of the best varieties of B. & B. Evergreens.

Write for price list.

## HOLTON & HUNKEL CO.

P. O. Box 1747 Milwaukee, Wis.  
Nursery at Brown Deer, Wis.

## Juniperus Chinensis

### Pfitzeriana

Lining-out stock

3-yr., once transplanted and staked

	Per 100	Per 1000
5 to 8 ins.	\$10.00	\$ 85.00
9 to 12 ins.	16.00	145.00

Grown right, handled right and packed right. Cash or satisfactory reference.

## AUGUSTINE NURSERIES

A. M. Augustine, Prop.  
Normal, Ill.

## HILL'S EVERGREENS

Complete assortment of lining-out sizes. Also larger grades for landscaping. Send for our wholesale catalogue.

**D. HILL NURSERY CO.**  
EVERGREEN SPECIALISTS  
Largest Growers in America  
Box 402 DUNDEE, ILLINOIS

## EVERGREENS

Lining-out and Specimens

Fruits and Shrubs

Write for price list

**J. V. BAILEY NURSERIES**  
Daytons Bluff Sta. St. Paul, Minn.

## LINING-OUT STOCK B & B EVERGREENS

Write for our complete catalogue

**T. C. OWEN & SON, INC.**  
South's Largest Florists and Nurserymen  
Columbus, Miss.

## Lining-out Evergreens

Good assortment of standard varieties. Price list on request.

**SCOTCH GROVE NURSERY**  
SCOTCH GROVE, IOWA



**WESTERN ASSOCIATION.**

[Continued from page 4.]

attractive sales yard will help materially in selling stock. Stock that has been damaged in shipping or handling is reset in the background out of full view, in what is called "the boneyard." Landscaping ideas around the buildings are changed every two years.

John Nicholson, vice-president of the Henry Field Seed & Nursery Co., was introduced by Mr. Wilkinson before the latter began his talk. Mr. Nicholson always wears a flower and was the only member of the association thus adorned. Those in the business of distributing beautiful things should see to it that flowers are a part of the daily life of their own families and also of others, Mr. Nicholson said. At present flowers are known chiefly for special occasions, weddings, funerals and formal entertainments.

Mr. Wilkinson stated that the Henry Field Seed & Nursery Co. will continue its radio programs, making them more entertaining, so that more persons will listen to them. In addition to radio selling, better catalogues are issued each year, and close watch is kept on mailing lists. The selling of nursery stock by mail-order houses has created a new problem for the nurserymen, but Mr. Wilkinson believes that this will make the nurserymen do a better job than ever.

Charles Williams expressed the belief that cheerfulness is one of the most important qualities for salesmanship. Study of what a home needs, honesty with clients and sincere efforts to please will win customers.

After a discussion of the topics presented, the following visitors were introduced: Dr. W. F. Pickett, head of the horticultural department of Kansas State College, Manhattan; G. A. Dean, of Kansas State College; George Kincaid, secretary of the Kansas state horticultural department; Carl Dawson, Missouri state entomologist; Clyde Graham, Missouri inspector, and O. G. Yapp, Kansas entomologist.

**Missouri Group Meets.**

A meeting of the Missouri Nurserymen's Association was held after the close of the general meeting Thursday afternoon. Kenneth Haysler, Kansas City, Mo., president, told of the trip to Washington, D. C., by Carl Dawson and his success in de-

feating the bill to put plant inspection under federal control. Under a ruling by the attorney general of Missouri, Mr. Dawson's expenses could not be paid by the state, and the funds were advanced by Stark Bros.' Orchards & Nurseries Co., Louisiana, Mo. A motion was passed that the association members be notified by letter of this generosity and that Stark Bros. be reimbursed. Fifty dollars was contributed outright by Stark Bros.

William A. Weber, secretary-treasurer, read the minutes of the last meeting and his financial report. Three new members were received.

Henry Endress, St. Louis; William A. Weber, St. Louis, and Edwin J. Stark, Louisiana, Mo., were elected delegates to the next convention of the American Association of Nurserymen. Each will serve two years. Alternates chosen were C. A. Chandler, G. B. Williams and Charles W. Williams.

Officers of the Missouri association elected for the coming year are: President, Charles W. Williams, of the Williams & Harvey Nurseries Co., Kansas City, Mo.; vice-president, H. W. Endress, of the Westover Nursery Co., St. Louis, Mo., and secretary-treasurer, William A. Weber. Mr. Weber, who has been secretary of the association for years and has missed only one or two meetings, was given a vote of thanks for his untiring efforts in behalf of the association.

A resolution was passed opposing the maintenance of nurseries by the federal government.

**Celebrate Anniversary.**

Thursday evening a special social meeting was held to observe the fiftieth

anniversary of the organization of the Western Association of Nurserymen. A brief history of the association was presented by Secretary George W. Holsinger. Reminiscences were given by George A. Marshall, Arlington, Neb.; James Parker, Tecumseh, Okla.; Thomas Rogers, Winfield, Kan.; William A. Weber, and several others who have been members for many years.

Friday morning, January 5, Richard P. White, Washington, D. C., executive secretary of the American Association of Nurserymen, presented an interesting report of progress in activities at Washington. Mr. White's report was discussed by Chet G. Marshall, Arlington, Neb., a member of the executive committee of the A. A. N., and Charles A. Scott.

Report of the obituary committee was submitted by Charles A. Scott, chairman.

Chet G. Marshall, chairman of the resolutions committee, submitted a re-

## PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th Avenue

PORTLAND

OREGON

## FRUIT TREE SEEDLINGS

APPLE

CHERRY, MAHALEB

CHERRY, MAZZARD

FRENCH PEAR

MYROBALAN PLUM

ROOTED QUINCE CUTTINGS

A GOOD SUPPLY—EXCELLENT  
QUALITY

At no time during the past ten years have we been able to offer such good values in this line of stock.

We regret exceedingly that we are unable to carry out our plan to attend nursery conventions in the middle west and east this month. Since we cannot contact nurserymen in these districts in person, we urge you to make immediate inquiry for any material you may need from the Pacific Northwest. Our stocks are still quite complete, and we can handle your orders in combination carlots.

A. H. Steinmetz, Manager.

Oregon-Grown  
Quality Guaranteed

## PACIFIC COAST NURSERY

2244 N. Skidmore Court  
Portland, Oregon

We can furnish any variety of Fruit Tree seedlings in all grades, Chinese Elm seedlings and transplanted Elms, Cut-Leaf and White Birch trees, Norway Maple whips and Italian Prunes. We can benefit you with quality stock as well as prices. Samples upon request.

Field-Grown  
Rosebushes

HOWARD ROSE CO.  
Hemet, California





Mugho Pine, finest dwarf, compact, high mountain strain, very uniform grade and fine root system, 2 to 4 ins., \$38.00 per 1000, packed and delivered in first-class condition anywhere without added cost. \$30.00 per 1000 in 10,000 lots. Hundreds of other varieties of evergreens.

Write for Wholesale Trade List.

**SHERWOOD NURSERY CO.**  
EVERGREENS Propagators & Growers  
141 S. E. 45th Avenue PORTLAND, ORE.

## FRUIT and SHADE TREE SEEDLINGS

Oregon and Washington Grown  
Apple, Pear, Mahaleb, Mazzard,  
Myrobalan

Quince (rooted cuttings)

Chinese Elm Seedlings

Complete Line General Nursery  
Stock.

Chinese Elm, Transplanted Specimens.

Norway Maple, Lining-out Whips.

Send list of your wants for prices.

New catalogue now ready.

Combination carloads to eastern distributing points.

### MILTON NURSERY CO.

A. Miller & Sons, Inc.  
Since 1878  
Milton, Oregon

## EVERGREEN SHRUBS

Arbor-vitae

Chamaecyparis

Juniper

Spruce: Koster and Colorado Blue

Mugho Pine

Yews, etc., etc.

## ROSES

**MOUNTAIN VIEW  
FLORAL NURSERIES**

Troutdale, Oregon

Leading Growers since 1900

## Perfection Currants Fruit Tree Seedlings

Let us quote on your needs

**DENISON & BLAIR**

Troutdale,

Oregon

## 1-YR. CHINESE ELM SEEDLINGS

Hardy, North China strain.

18 to 24 ins., 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

Now booking orders for above strain of

**CHINESE ELM SEED**

**WASHINGTON NURSERIES**

Toppenish, Wash.

port including opposition to nurseries established and supported by government funds; the recommendation that wholesale dealers publish lists with approximately retail prices, subject to discounts to dealers, and a recommendation that an invitation be extended to the American Association of Nurserymen to hold its convention in Kansas City whenever that association sees fit to hold its annual meeting in the boundaries of region 4.

The report of the nominating committee submitted the names of Edwin J. Stark, Louisiana, Mo., for president; George W. Holsinger, Kansas City, Kan., vice-president, and C. C. Smith, Charles City, Ia., secretary-treasurer. Ralph Ricklefs was chosen for the 2-year term on the executive committee; George Chandler and Charles R. Nelson were named for 3-year terms.

George W. Holsinger, who has served so efficiently as secretary-treasurer for twenty-four consecutive years, was chosen for vice-president in recognition of these services.

Edwin J. Stark, newly elected president, is a member of the fourth generation operating Stark Bros.' Orchards & Nurseries Co. and a cousin of Lloyd C. Stark, governor of Missouri.

### ON COMING "OF AGE."

[Continued from page 5.]

importation of infested stock from California, with ensuing agitation for more rigid and uniform inspection laws. Freight tariffs and the condition and supply of nursery stock, then as now, were basic considerations.

Firms represented at the 1891 meeting constitute the best available record the Western association has of its original membership. Included in this group were the:

Hart Pioneer Nurseries, Fort Scott, Kan.

Kelsey & Co., St. Joseph, Mo.

A. C. Griesa & Bros., Lawrence, Kan.

D. S. Lake, Shenandoah, Ia.

Taylor Bros., Omaha, Neb.

James A. Bayless, Lees Summit, Mo.

Blair & Kaufman, Kansas City, Mo.

G. J. Carpenter & Co., Fairbury, Neb.

Youngers & Co., Geneva, Neb.

Blair & Tippie, Kansas City, Mo.

Lewis Williams, Parsons, Kan.

Bush & Meissner, Bushong, Mo.

A. H. Griesa, Lawrence, Kan.

John Mentch, Winfield, Kan.

J. Bagby & Sons, Newhaven, Mo.

William Cutter & Son, Junction City, Kan.

Taylor, Peters & Skinner, Topeka, Kan.

Of this original group, four firms are still in business today: Kelsey

## A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

## GOOD WESTERN-GROWN NURSERY STOCK

Fruit Tree Seedlings

Flowering Ornamental Trees

Shade Trees

Roses

Grown right and packed right.

Combination carloads to Eastern distributing points will save you on freight.

## Oregon-Grown

## SELECT NURSERY STOCK

Catalogue on request

## DOTY & DOERNER, INC.

Route 6, Box 92

Portland, Oregon

## OREGON'S BEST SOURCE OF GOOD ROSES

is

## PETERSON & DERING, INC.

Wholesale Rose Growers

Scappoose, Oregon

Write for List

## ROSEBUSHES

200 Varieties

"El-Land Grown-They're Hardy" Send for Trade List

**PACIFIC NORTHWEST ROSE NURSERY**

Box 261

Wholesale Only Graham, Ore.

## ORENCO NURSERY CO.

Orengo, Oregon

WHOLESALE GROWERS

Fruit, Shade, Flowering Ornamental

Trees, Fruit-tree Seedlings, Roses, Etc.

Very complete line of quality stock

Catalogue sent on request.

& Co., A. C. Griesa & Bros., D. S. Lake, now known as the Shenandoah Nurseries, and Taylor, Peters & Skinner, now Taylor & Skinner.

One of the early-day practices, which would not be tolerated today, was the exchange of credit information, through what were known as PAY lists. These lists were published regularly for many years, each member being required, by constitutional provision, "to furnish the secretary with a list of deadbeats, kickers and other parties not worthy of credit." Failure to supply such lists forfeited the right to exchange PAY information.

As the Western association continued its steady growth, annual meetings were moved successively from the old Centropolis hotel, at Fifth and Walnut, to the Savoy, Victoria and Coates House, where they were held for many years.

It was at the Coates House that the association was served the first of its annual luncheons and over-indulgence, it seems, was as common then as now. In 1905, we find the following reference in the minutes of the secretary: "Through the courtesy of the Coates, the association was provided apart with an elaborate course dinner at the hour of their choice, 1 p. m. This pleasant indulgence unfitted many for immediate business and it was 3 p. m. when the president took the chair."

It would be impossible to pay tribute to all of the "personalities" who helped make Western association what it is today, but no small number will remember "Pete" Youngers for his sincerity, his wit, sound judgment and common sense. Much of what Pete said was serious, but he never failed to see the humor in a situation, talking at at least one annual meeting on "Snuff, Calomel and Sour Cherries."

During his membership, Pete, at one time or another, served on practically every committee ever organized, assuming the presidency in 1905-6. His annual address, delivered at the close of this term, called attention to the part nurserymen have played in the settlement of the west. At this time he said: "I always feel as if the nurseryman was a missionary in a new field peculiarly its own. When a new section of our country is opened up, you will find with the first settlers the advance

agent of some enterprising nursery firm ready to assist and encourage the new settler to make his surroundings fruitful and beautiful. Through the influence of the nurseryman the plains of all the western states have changed from a treeless waste to a land covered with trees, shrubs and vines, adding value, comfort and beauty to entire districts that were formerly barren fields."

Equally well known and loved was Col. U. B. Pearsall, who served as secretary of the Western association from 1893 to 1901. In 1896, when financial reverses forced him out of the nursery business, he attempted to resign, but his associates declined to accept the resignation, presented him with a gold watch as a token of their affection, and in 1906, after he had found other employment, elected him to honorary membership. Other secretaries who have served the association are A. C. Griesa, of Lawrence, elected in 1891; Frank Worcester, 1892, and E. J. Holman, of Leavenworth, who served from 1901-1915. As most of you know my present extended term of office began in 1916.

The devotion and loyalty of such men as Peter Youngers and Col. Pearsall has made Western association what it is today—a trade association with a membership of sixty-five firms whose combined efforts have been responsible for most of the fruit, shrubbery, trees and other planting west of the Mississippi river.

H. T. Kelsey served as president from 1890 to 1895, followed by D. S. Lake in 1896; then A. L. Brooke served from 1897 to 1903, followed by F. H. Stannard for one year and Pete Youngers for two years. From the election of A. Willis in 1907 the presidents served but one year each. The list of past presidents follows:

H. T. Kelsey, St. Joseph, Mo.  
D. S. Lake, Shenandoah Nurseries, Shenandoah, Ia.  
A. L. Brooke, Topeka, Kan.  
F. H. Stannard, F. H. Stannard & Co., Ottawa, Kan.  
Peter Youngers, Youngers & Co., Geneva, Neb.

## SURPLUS

### Elberta June Buds

5/16-7/16-9/16 caliper

Also other varieties of peaches, plums, prunes, apricots, etc., in fine June bud and yearling stock.

Also Yunnan and Shalil—Nematode-resistant rootstocks and seed.

We have in Alabama fine June Bud Peach on nematode-resistant (Shalil) rootstocks in the following varieties: Early Hiley, J. H. Hale, Georgia Belle, Hale Haven, Early Rose and Elberta.

Stock ready for shipment

**KIRKMAN NURSERIES**  
Bethany San Joaquin County Cal.

## Colorado - Grown

Chinese Elm, seedlings and transplants.

Caragana Arborescens, transplants only.

Now booking orders for spring shipment in combination carloads. Wholesale list on request.

Eastern representative

Ralph R. Coe  
Box 253, Painesville, Ohio.

Swink Nursery Company  
Box 330  
Swink, Colorado

## STOCK WANTED

Pin and Red Oaks, Red Maples, Oriental Planes and Ginkgo, lining-out whips. Also lining-out Evergreens in variety.

**CHARLES MOMM & SONS, INC.**  
Union, New Jersey

## STOCK WANTED

Seedlings and Small Transplants

Yews

Hemlock

Scotch Pine

American Red Pine

Colorado Blue Spruce

State age, size and quantity price.

**MUSSER FORESTS, INC.**

Indiana, Pa.

## WANTED

1000 Norway Spruce

2½ to 3 feet

**WIEGAND'S NURSERY**  
Indianapolis, Ind.

## Our Specialties are

Grapevines, Currants, Blackberries, Strawberries, Asparagus, Grape and Currant Cuttings.

General line of Small Fruit Plants. Trade list sent on request.

**L. J. RAMBO'S WHOLESAL NURSERIES**  
R. 1 Bridgman, Mich.

## Our new Mum catalogue

is worth asking for. A card will get a copy if you mention the American Nurseryman.

**WONDERLAND NURSERIES**  
ELLERSON, VA.

## REMOVAL SALE

EVERGREENS SACRIFICED.

On account of moving to a point outside the quarantine zones, we are offering evergreens in 2 to 6-year sizes at very low prices. Send for list.

**BRADEN NURSERY** Gray, Maine



We specialize in  
**APPLE AND PEACH TREES**

Strawberry, Asparagus, Raspberry and Blackberry plants.  
Grapevines, 1 and 2-year.

OUR MANY YEARS' PRODUCTION EXPERIENCE COMBINED WITH OUR FAVORABLE LOCATION ENABLES US TO OFFER STOCK THAT MUST PLEASE AT PRICES YOU WILL APPRECIATE.

Submit your definite list for quotations.

**BOUNTIFUL RIDGE NURSERIES**  
Princess Anne, Md.

**RASPBERRIES**

Latham — Chief  
Newburgh — Taylor  
Indian Summer Everbearing

**RED LAKE CURRANT**  
**MACDONALD RHUBARB**  
**MANCHURIAN CRAB** Under-Stocks  
**ANDREWS NURSERY**  
Faribault, Minn.

*If it's new for  
the Northwest, we have it!*

In quantity, we grow:

New Red Lake Currant  
McDonald and Ruby Rhubarb  
Cornus Elegantissima  
Cotoneaster Acutifolia  
Physocarpus Monogynus  
Minnesota Fruit Breeding  
Farm originations

**SUMMIT NURSERIES**  
Stillwater, Minnesota

**Wholesale Growers of**

Grapevines, Currants, Gooseberries,  
Blackberries and Raspberries  
Let us quote on your requirements

**FOSTER NURSERY COMPANY, INC.**  
69 Orchard St. Fredonia, N. Y.

**GRAPE VINES, CURRANTS, GOOSE-  
BERRIES and BERRY PLANTS.**  
Growing for the wholesale trade since  
1899. The quality of our plants will  
please your most critical customers. Get  
our attractive quotations before placing  
your order.  
**THE F. E. SCHIFFERLI & SON NURSERIES**  
Fredonia, N. Y.

**SMALL FRUIT PLANTS**

Evergreens—Shrubs  
Lining-out Stock  
Send for Complete Trade List

**SCARFF'S NURSERIES**  
New Carlisle, O.

**Grape Cuttings and Vines**

A specialty on new varieties. Get our prices before buying.

**INDEPENDENT FRUIT CO.**  
Penn Yan, N. Y.

A. Willis, A. Willis & Co., Ottawa, Kan.  
E. P. Bernardin, Parsons, Kan.  
A. J. Brown, Youngers & Co., Geneva, Neb.  
J. H. Skinner, J. H. Skinner & Co., Topeka, Kan.  
George A. Marshall, Marshall's Nurseries, Arlington, Neb.  
E. S. Welch, Mount Arbor Nurseries, Shenandoah, Ia.  
F. A. Weber, H. J. Weber & Sons Nursery Co., St. Louis, Mo.  
W. S. Griesa, Mount Hope Nursery, Lawrence, Kan.  
C. C. Mayhew, Mayhew Nursery Co., Sherman, Tex.  
Lloyd C. Stark, Stark Nurseries, Louisiana, Mo.  
E. M. Sherman, Sherman Nursery Co., Charles City, Ia.  
W. C. Reed, Vincennes, Ind.  
Earl D. Needham, Des Moines Nursery Co., Des Moines, Ia.  
E. P. Bernardin, Parsons, Kan.  
E. H. Smith, Harrison Nursery Co., York, Neb.  
C. W. Carman, Lawrence, Kan.  
H. L. Merkel, Capital City Nursery, Des Moines, Ia.  
C. G. Marshall, Marshall's Nurseries, Arlington, Neb.  
E. H. Balco, Lawrence, Kan.  
A. J. Bruce, Des Moines Nursery Co., Des Moines, Ia.  
C. A. Chandler, Chandler Landscape & Floral Co., Kansas City, Mo.  
Lloyd Moffett, Plumfield Nurseries, Fremont, Neb.  
J. B. Baker, Baker Bros. Nursery, Fort Worth, Tex.  
Vernon Marshall, Marshall's Nurseries, Arlington, Neb.  
G. L. Welch, Kelsey Nurseries, St. Joseph, Mo.  
J. J. Pinney, Willis Nursery Co., Ottawa, Kan.  
A. E. Weston, Neosho Nurseries Co., Neosho, Mo.  
A. J. Bruce, Des Moines Nursery Co., Des Moines, Ia.  
J. Frank Jones, Mount Hope Nursery Co., Lawrence, Kan.  
Ed L. Baker, Baker Bros. Nursery, Fort Worth, Tex.  
C. C. Smith, Sherman Nursery Co., Charles City, Ia.  
Charles Williams, Williams & Harvey, Kansas City, Mo.  
Ralph Ricklefs, Salina, Kan.

With increased interest on the part of state highway departments in highway beautification and aroused public sentiment for conservation, the nursery business should logically enjoy a healthy revival. Whatever the future may bring, however, your members here in Kansas City—Chandler Landscape & Floral Co., Cloverset Flower Farm, Jackson Landscape Co., J. C. Nichols Co., R. G. Minnich Nurseries, Williams & Harvey, Blue Ridge Nursery and my own firm—appreciate your loyalty to us. It has been a privilege to entertain you each year and to watch our membership grow. I'm sure our meetings have been a source of satisfaction to us all and my Kansas City associates join me in extending our congratulations on this anniversary.

**CARLOAD LOTS**

**ELM**, American, Moline and Vase, up to 4 ins. All transplants.

**MAPLE**, Norway, up to 3½ ins. Transplants, extra select, spaced 7x7 ft.

**POPLAR**, Lombardy, up to 2 ins.

**WILLOWS**, Thurlow, up to 3 ins.

**BARBERRY**, Thunbergii, up to 2 to 3 ft.

**SPIRÆA**, Vanhouttei, up to 5 to 6 ft.

**APPLE**, 2-year.

**CHERRY**, 1-year.

**PEACH.**

All of above items can be supplied in carload lots.

Send for list on many other items.

**C. M. HOBBS & SONS, INC.**  
Bridgeport, Indiana  
Largest Nursery in Indiana. Est. 1875

**Apple and Peach Trees  
In Carload Lots**

A long variety list to select from. We also can offer other Fruit Trees in carload lots, as well as **Tennessee Natural Peach Seeds**.

If you are interested in either **Fruit Trees** or **Peach Seeds**, send us your want lists and we will quote attractive prices.

**SOUTHERN NURSERY CO.**  
Winchester, Tenn.

**Wholesale Growers  
FINE STRAWBERRY AND  
PHLOX PLANTS**

General line of each

Machine dug, large, dirt-free plants.  
**Gem, Wayzata, and the new Bristol**  
**Everbearer, Premier, Dorsett, Catskill,**  
all green Blakemore, etc.

Write for our wholesale price list and packing out service.

**Judson Wholesale Nurseries**  
Bristol, Ind.

**PEACH PITS**

Our Pits Compare Favorably  
With the Best

**HOGANSVILLE NURSERIES**  
HOGANSVILLE, GEORGIA

**We offer general line of  
FRUIT TREES**

Heavy on Apple and Peach. Can furnish by carload. Send us your want list. Write for prices.

**COMMERCIAL NURSERY CO.**  
Decherd, Tenn.

**Wholesale to Nurserymen and Dealers**

Lining-out seedlings. Tree and Shrub seeds.  
Black Walnut Seedlings, Redbud, Hackberry,  
Cornus Stolonifera, Red and Black Chokeberry,  
Moss Locust, White Oak, Red Oak, Willow Oak,  
Hickory, many varieties.

Write for wholesale price list.

**TARLTON NURSERIES, Morton Bros.,**  
Route 7 McMinnville, Tenn.

# Oklahoma Meeting

## *A. A. N. Executive Secretary's Account of Work of Washington Office Termed a Revelation*

The Oklahoma State Nurserymen's Association met at Oklahoma City January 9 and 10, at the Huckins hotel.

C. E. Stephens, president, who had braved the storm to attend the meeting, was confined to his room and was not able to preside at the first day's session.

The meeting was called to order by Vice-president C. Y. Higdon. W. E. Rey, Oklahoma City, in his welcoming address, told of the pleasure the local nurserymen had in seeing so many present in the face of the worst snowstorm and coldest weather the section had had for more than ten years.

The annual message of President Stephens was read by the secretary. He said that the nursery activities engaged in by the various government and state departments were becoming a serious menace to the industry.

Richard P. White, executive secretary of the A. A. N., gave a detailed outline of the activities and benefits secured for nurserymen by the Washington office. To most of the nurserymen of the state this talk was a revelation; many present had had no definite idea of the magnitude of the work done and the things accomplished by the national organization.

The Oklahoma chapter of the A. A. N. held a short business session

after the lunch hour. C. E. Garee was elected president of the chapter and C. Y. Higdon was reelected secretary.

At the afternoon session, Dr. K. Starr Chester, plant pathologist at the Oklahoma A. and M. College, at Stillwater, lectured on virus diseases. He showed by mounted specimens that the disease may be partially identified by nurserymen from the foliage markings and outward damage to the tree itself.

The talk by Dr. J. C. Ratsek, of the experimental station at Tyler, Tex., was devoted to the work done on rose culture. He told of the experiments made of understocks, varieties, soils, eradication of diseases, proper methods of pruning, dusting, spraying, etc. So many questions were asked, it was with reluctance that time was called.

The ladies of the Oklahoma City group took charge of the visiting ladies, who were entertained at the Y. W. C. A. Mrs. N. D. Woods was hostess.

The banquet was served at 7:30 p. m., with C. E. Garee as toastmaster. Some funny experiences were related, and Tom Rogers, of Winfield, was as usual given the prize for being the best liar. Mr. White told of a horse race that J. Frank Sneed attended during the Portland convention.

At the second day's session, Pres-

ident C. E. Stephens was able to preside.

N. D. Woods led with a carefully outlined paper on the value of selling by a printed price list. Much stress was placed on its value as enabling each salesman to quote the customer the same price. The Oklahoma City Retail Nurserymen's Association has been working out this plan, which it hopes eventually will be the rule rather than the exception.

E. W. Johnson, of the great plains station, Woodward, told the plan of work of the station and its relation to the public as well as to the nurserymen. He told of the work in testing suitable varieties of trees, shrubs, field crops and grasses for planting in the plains areas. He gave a list of varieties of shrubs and trees, as well as hardy perennials, that have been found to grow successfully in the area.

Leo Conard, Stigler, talked on advertising nursery stock. He reviewed the methods of presentation to the public such as the radio, magazines, newspapers, billboards and pamphlets. Nursery stock is adapted to display advertising because pictures of fruits, flowering plants and specimen trees are beautiful and attract attention.

Paul V. Baker presented definite reasons why the landscape department was a necessary and valuable part of the nurseryman's setup. He pointed out that this department was called upon to do more than sell goods, that this department was charged with the proper planning of the plot, the proper selection of varieties and

Don't Wait Longer. Get Your Supply Now!

## Vitamin B<sub>1</sub>

ROOT TONIC  
GROWTH STIMULANT

**SCIENTIFIC DISCOVERY:** Vitamin B<sub>1</sub> is essential to root growth, say eminent scientists. Experimenters and users have reported amazing results. Read the sensational new article in February *Better Homes & Gardens* magazine, page 15. Also see *Florists' Review* for December 28.

Don't wait another day. You'll need B<sub>1</sub> for your own use, and also to sell to gardeners in your community. Take advantage of my new low

prices. I offer you the country's only COMPLETE Vitamin B<sub>1</sub> service—bulk or resale units; crystals or tablets; all sizes.

### RESALE

Sell B<sub>1</sub> with every plant and shrub—for extra volume, extra profit. My colorful units are fast sellers. When you send trial gram order, ask for resale deal on which you make 100% profit.

Send check for trial gram TODAY

**JEAN MACLEAN**

**One Gram — Only \$5.25**

500 milligrams (trial size)—\$2.75  
3 grams—\$15.00

FREE instructions for use included

Nursery Dept., 900—18th St.  
Des Moines, Iowa

Healthier Plants    Bigger Flowers  
Revitalized Roots    New Growing Energy  
No Root Shock in Transplanting  
Root Rot Prevented    Cuttings Stimulated

## NOW also in handy tablets

—the ONLY sensible and ideal form of Vitamin B<sub>1</sub> for the layman and the user of small quantities—and an unbeatable sales proposition. No measuring. No drops to count! No stock solutions. Just drop tablet in water—use immediately! No waste. No loss of strength (B-1 in liquid solution isn't stable—tablets keep indefinitely).

Plant Magic B<sub>1</sub> tablets come in 3 sizes: \$1.00, 75c and 50c—each with FREE instruction sheets.

**SPECIAL INTRODUCTORY OFFER:** 3 dozen 25-tablet bottles, ONLY \$9.50. Retail value, \$18. Big sample bottle 100 tablets, \$1.00.



	4 lb.	10 lb.
Apple, French Cider Crab.....	\$9.39	\$9.39
Cherry, Mahaleb.....	.25	.85
Plum, Myrobalan.....	.25	.25
American.....	.25	.25
dracoides.....	1.25	4.50
lavis (Northern).....	1.14	3.50
Amopogon triupsioides, clean seed.....	.40	1.50
Azules we have a large quantity of the best of high quality seed, all tested by us. See our catalogue for these.		
Barbier's Thunbergii atropurpurea, dry clean seed.....	1.90	8.00
Barbier's Thunbergii atropurpurea, clean seed.....	3.00	12.50
Belula alba (verrucosa).....	.50	1.50
Inf.....	.50	1.50
papyrifera, true.....	.40	1.50
papulifolia.....	.60	2.00
Hymena radicans.....	.60	2.00
Cornus alternifolia.....	.50	1.50
florida, clean seed (choice of Northern or Southern).....	.25	.80
Crataegus Arnoideana, clean seed.....	.65	2.75
Arnoideana, clean seed.....	1.85	5.00
ococinea, clean seed.....	.50	1.50
serotina, clean seed.....	.50	1.75
cordata, clean seed.....	.75	2.50
Crataegus, clean seed.....	.75	2.50
malis, clean seed.....	.45	1.25
nitida, clean seed.....	1.00	3.00
Oxyanthus, clean seed.....	.25	.75
spines, clean seed.....	.45	1.50
sp. spica, clean seed.....	.60	2.00
Juglans cinerea, choice of Southern or Northern seed.....	.25	.20
Juglans nigra, choice of Southern or Northern seed.....	.25	.20
Juniperus virginiana, clean seed, choice of Eastern or Western.....	.70	2.50
Male.....	.75	2.50
yellow fruit.....	.75	2.50
mandshurica.....	.75	2.50
thefera.....	.75	2.50
Nyssa sylvatica, choice of Southern or Northern seed.....	.35	1.00
Prunus maritima, Cape Cod.....	.30	1.00
Quercus, hand-selected acorns of prime quality, stored at proper tempera- ture.		
ococinea, true Northern only, 10 lbs., \$2.00; 100 lbs., \$18.50.		
palustris, 10 lbs., \$2.00; 100 lbs., \$18.50.		
Phellos, 10 lbs., \$2.50.		
rubra, 10 lbs., \$2.00; 100 lbs., \$18.50.		
Quercus rubra and thoracica, 10 lbs., \$2.00; 100 lbs., \$15.00.		
Rhododendrons, we have a complete assortment of high-quality seed, all tested by us. See our catalogue for these.		
Rosa blanda, clean seed.....	1.35	5.00
alba, clean seed.....	1.35	5.00
humilis, clean seed.....	1.35	5.00

**F. W. SCHUMACHER**, *Horticulturist*  
Jamaica Plain, Boston, Mass.

	Per lb.	100-lb. rate
<i>Abies concolor</i> , White Fir	\$2.00	\$1.70
<i>Juniperus scopulorum</i> , Silver Cedar		
	1.00	75
<i>Picea pungens glauca</i> , Blue Spruce		
Standard	3.75	3.50
Flora	8.50	7.00
<i>Pinus aristata</i> , Foxtail Pine	3.50	
<i>Pinus mitis</i> , Lodgepole Pine	6.30	6.00
<i>Pinus ponderosa</i> , Yellow Pine	2.00	1.50
<i>Pseudotsuga Douglasii</i> , Douglas Fir	4.00	3.50
	$\frac{1}{4}$ oz.	1 oz.
<i>Conioctonus auticulifolia</i> , d.b.		\$0.50
<i>Lotuscula involucriata</i>	\$0.50	\$3.00
<i>Lotuscula repens</i>		.75
<i>Rubus deliciosus</i> (Thimbleberry)	.50	3.00
<i>Scherardia argentea</i> , d.b.		.85
<i>Clematis</i> , several varieties	1.00	
<i>Cactus</i> , mixed varieties		1.00
<i>Pentstemon</i> , mixed, 15 varieties		
	.50	3.00
<i>Penstemon</i> , mixed varieties		16.00
<i>Clematis coccinea</i> (texensis)	1.75	6.50
<i>Clematis orientalis</i>	1.75	6.50
<i>Cucurba glauca</i>		.50
d.b. dry berries		
c.s., clean seed		
Special discount on large quantities		
Cash with order.		

glauca ..... .50  
dry berries;  
clean seed.  
10% discount on  
large quantities.  
Order with order.

**Upton Gardens**  
Mrs. R. Marriage  
Colorado Springs,  
Colorado

including  
Pinus Banksiana, Jack Pine  
Pinus Strobus, White Pine  
Pinus Resinosa, Red Pine  
Picea Canadensis, White Spruce  
Write for prices.

**Bear Creek Evergreen Nursery**  
Shovlin, Minnesota

**Please Mention  
THE AMERICAN NURSERYMAN  
when writing advertisers**

T. L. JACOBS, of the Benton County Nursery Co., Rogers, Ark., was recently elected one of Rogers' two most valuable citizens.

**AMERICAN LANDSCAPE SCHOOL**  
6132 Grand Avenue  
Des Moines, Iowa

**Write for our wholesale price list.**

## Hybrid LILACS

(on their own roots)  
for l. o. Also other l. o. items.  
*Ask for list.*

**THE COTTAGE GARDENS**  
N. L. W. Kriek LANSING, MICH.

Let us quote on your perennial needs.  
**PERENNIAL NURSERIES** Painesville, O.  
 Alva H. Smith R.F.D. 2

Pot-grown plants; over a hundred varieties.  
Dried Herbs for Flavoring and Fragrance.  
Other plants of unusual character and  
with the charm of old-time gardens.  
New Catalogue sent on receipt of 10 cents.  
**WEATHERED OAK HERB FARM, INC.**  
Bradley Hills, Bethesda, Maryland

**E. C. MORAN**  
Medora, N. D.



## How to SATISFY your CLIENTS

**WITH LAWNS OF PERMANENT WEED-FREE BEAUTY**

Successful lawns are raised from a mixture of the varieties best adapted for permanent growth under particular local conditions. You can secure such mixture for each of your jobs—simply take advantage of our service. Write for details. F. M. Woodruff & Sons, Inc., Millard, Conn.

Send for mail-  
ings of Turf  
Tenth.

**WOODRUFF  
LAWN SEED**

### CLARK GARDNER NURSERIES

Osage, Iowa  
Originators of patented SEMI-POT-  
TED PLANT AND BULB PACKAGE  
for over-counter trade. Has WATER-  
ING TUBE and other unique features.

### HELP WANTED

Experienced salesman to sell complete nursery line to florists, nurserymen, seed, department and hardware stores. Old established firm. Full time proposition. Commission. Drawing account to right man. Give full details and experience.  
Address No. 149, c/o American Nurseryman, 508 S. Dearborn St., Chicago, Ill.

### HELP WANTED

Landscape architect with sales ability. Excellent opportunity for young man of ability and character.

Busch Nurseries  
R. D. 4, Millvale, Pa.

### SITUATION WANTED

Nursery propagator, thoroughly experienced in propagation of all kinds of stock, grafting evergreens, soft and hard wood cuttings and seeds. Grow on large scale. References furnished. Big nurserymen, let's hear from you. Prefer midwest state.  
John Shadow, Paw Paw, Mich.

### FOR SALE

Nursery and floral business and citrus orchards in lower Rio Grande valley. Good paying business; wish to retire account age and health; good buildings; glass house; 5-car garage; nursery shed; concrete pipe irrigation from convenient canal; inexhaustible well; electric pumps; water tank; electric lights; four telephones; all city conveniences. Worth \$25,000; sell for less for quick sale. Write for complete description or come and see property. T. R. Riggs, Mercedes, Tex.

### CLASSIFIED ADVERTISING

Peonies: Tree and Herbaceous, best varieties. Oberlin Peony Gardens, Sinking Spring, Pa.

**LIATRIS SCARIOZA ALBA SEEDS.**  
From a strain that came better than 90 per cent true last year. Tr. Pkt. 50c.  
GLADWOOD GDS., BOX N, COPEMISH, MICH.

**SURPLUS NURSERY STOCK.**  
Amygdalus Persica rubro-plena, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.  
Cercia canadensis, 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.  
Cornus stolonifera, 18 to 24 ins., 2 to 3 ft.  
Cydonia japonica, cutting-grown, bright red, 12 to 18 ins., 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.  
Jasminum nudiflorum, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.  
Lonicera fragrantissima, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.  
Privet, California, 18 to 24 ins., 2 to 3 ft.  
Privet, Amoor North, 6 to 12 ins., 12 to 18 ins., 18 to 24 ins.  
Many other shrubs not listed.  
Write for prices in small or large lots.  
TUTT NURSERY CO., TEXARKANA, TEX.

### FULL DAY AT ROCHESTER.

[Continued from page 23.]

ing salespeople resulted in profit gains. Too few business heads know enough about their own enterprises or give enough study to those things which directly affect sales volume and profits, he declared.

#### "Dr. Quiz."

One of the most interesting, and likewise amusing, features of the program was the period devoted to asking questions of the experts lined up before the audience. Some of the queries, on fruit varieties, fertilizers, planting prices and the like were answered briefly and to the enlightenment of the audience. Intermingled were questions which showed ingenuity in propounding humorous quips. The capable "Dr. Quiz" contributed much to the success of the feature as interlocutor; he was A. N. Christy, president of C. W. Stuart & Co., Newark.

The panel of experts included the following: Paul Zaenglein, Rochester, accountancy; G. W. Ivison, sales; L. P. Akenhead, storage and packing house; Roy Guyer, Newark, legal and credit; Carl Boone, agency; R. L. Holmes, production; H. T. Skinner, Cornell University, propagation; D. W. Welch, Cornell University, diseases; K. D. Brase, propagation; F. L. Gambrell, insects; R. C. Collison, soils; H. B. Tukey, fruits. The last four were from the experiment station at Geneva.

#### Banquet.

After the evening banquet three speakers were introduced by Paul Fortmiller as toastmaster, who first of all called upon the assistant secretary, Dr. H. B. Tukey, to take a bow for his arrangement of an interesting day's program.

Frank S. LaBar, Stroudsburg, Pa., A. A. N. executive committee member for the eastern region, brought a message from the national association, referring to the current problems of importance and appealing for support in their solution by increased membership. He urged attendance at the regional meeting at New Haven, Conn., at the end of the month, and at the A. A. N. convention in New York city next July.

"Rochester—Cradle of Nursery Journalism" was the topic of F. R. Kilner, editor of the American Nurseryman, Chicago, who recalled the

## Table of Contents

Business Is Brisk.....	2
Radio Garden Club.....	2
Cotoneaster Hupehensis.....	2
Western Association Celebrates.....	3
—Edwin J. Stark (portrait).....	3
—C. C. Smith (portrait).....	4
On Coming "Of Age".....	5
By George W. Holsinger (portrait)	
What Do You Get for Your Dues?.....	6
By Ernest Kruse	
Eastern in Status Quo.....	6
Record Attendance at Chicago.....	7
Identifying Woody Plants in Winter (illus.).....	9
By Leon Croizat	
Excerpts from a Plantsman's Note- book.....	11
By C. W. Wood	
Full Day's Sessions at Rochester.....	13
Coming Events.....	16
—Convention Calendar.....	16
—Pennsylvania Program.....	16
—New England Program.....	16
—Virginia Program.....	16
—Program for Kentucky.....	17
—Oregon Program.....	17
—Nebraska Program.....	18
—Iowa Program.....	18
—Indiana Program.....	18
—Rutgers Short Course.....	19
—Michigan Program.....	19
New Jersey's Delegates.....	20
Patent Owners Meet.....	20
Jewell Reorganizes.....	21
This Business of Ours.....	22
By Ernest Hemming	
—The Old Stock Ground.....	22
—The March of Progress.....	22
Meehan Recovering.....	23
New Plant Patents.....	23
Abandon Beetle Ban?.....	24
Georgia Meeting.....	24
Connecticut Meeting.....	24
Oklahoma Meeting.....	30
Obituary.....	33
—Samuel Jenkins.....	33
—A. H. Kieswetter.....	33

**TOWER STAKE & LABEL**

Garden Enthus'asts Everywhere are looking for this New Dahlia Stake!

Sturdy Green Enamelled Steel Stake with five eyes for attaching cord ties, and surmounted with removable galvanized metal label.

Lists at \$4.00 per dozen.

**C-L PLANT STAKES**

New Individual Stakes, put up in units of six with complete illustrated poster describing uses. Sizes up to 55 inches. Lists: 23 ins., 6 for 35c and 32 ins., 6 for 60c. Packed 12 units to carton.

ORDER NOW!

Lansing Specialties Mfg. Co. Lansing Michigan

## PLATE BOOKS for Nurserymen

**Book A.** Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 65c each.

**Book B.** Condensed edition, 120 items illustrated in full color. Price in small lots, 30c each.

### Descriptive Nursery Catalogue

Nicely illustrated, 48 pages and cover. 17c each in small lots.

Will send sample copy of each on receipt of \$1.00. Cash with order.

**A. B. MORSE COMPANY**  
St. Joseph, Michigan

## ADVERTISING for NURSERYMEN

**DESCRIPTIVE PLATE BOOK.** 160 illustrations in Full Color with detailed descriptions. Choice of Gray or Brown covers. Each, 75c.

We also carry a complete line of **LOOSE-LEAF BOOKS, MAPS, FOLIOS** and **CIRCULARS** for display purposes.

**PROCESS COLOR PRINTING CO.**  
701 Searle Bldg., Rochester, N. Y.

**PITTS ELECTRO SERVICE**  
for Seed and Nursery Catalogues. Black and white - four color. Write for catalogue.  
**THE PITTS STUDIOS**  
411 Concession St.  
Rochester, N. Y.

**PLATE BOOKS**  
Help your sales talk with our attractive picture outfits.  
Send for catalogue.  
**B. F. CONIGISKY**  
211 Hamilton St. Peoria, Ill.

prosperous conditions and the old firms at Rochester when the first nursery paper, the National Nurseryman, was established there in 1893 by Ralph T. Olcott and C. L. Yates. He told of the later founding of the American Nurseryman by Mr. Olcott, also at Rochester, and briefly traced their history down to the merger of the two magazines last year. Some of the audience could recall those old days, while others were the sons of the leaders of that early era.

Eugene S. Boerner, research director of Jackson & Perkins Co., Newark, showed a series of colored pictures he made when traveling in Europe last summer on the eve of the war. The views of new roses and perennials, as well as their originators, and the rapid-fire comments of Mr. Boerner were extremely interesting. He pictured the nurserymen of Europe, though of different nationalities and tongues, as close together in interest and friendliness as a group from neighboring states in this country, the war being a development outside their own feelings and concern, though it affected their business and took their sons away.

A. A. N. Chapter.

A. A. N. chapter 14 held a brief meeting to elect L. J. Engleson president and Henry Maxwell, vice-president, continuing Donald C. Brown as secretary-treasurer. W. J. Maloney and D. C. Brown were elected delegates for two years, those continuing from last year being Charles H. Perkins and L. P. Akenhead.

### OBITUARY.

**Samuel Jenkins.**

Samuel Jenkins, proprietor of the Rye Nurseries, Rye, N. Y., died after a heart attack, December 27, in one of his greenhouses. Born 71 years ago at Rye, he had been prominent in the civic and business life of the community. He was one of the organizers of the Westchester Horticultural Society, which was founded in his office thirty years ago. Surviving are his widow, a daughter and a son.

A. H. Kieswetter.

A. H. Kieswetter, who had been engaged in the nursery business at Houston, Tex., for forty years, died at the home of his sister, December 17, at the age of 73. Four sons and a daughter survive.

## How to PROSPER IN 1940

A sure way to make more money this year is to cut operating costs. You can accomplish this—as hundreds of other growers have—with a **KEMP Power Soil Shredder**.

This machine will save you up to 75% in preparing compost—and will give more time for other important duties. And shredded compost will help you grow stock of better quality.

It costs surprisingly little to own a Kemp—and it will pay for itself quickly. Operating costs are negligible and there are no expensive parts to replace. There is a KEMP of the right size and capacity for your requirements.



If you want to prosper in 1940, ask us to send you all the facts. **KEMP MANUFACTURING CO., Dept. AN-120, 1919 Peach St., Erie, Pa.**

## KEMP POWER SOIL SHREDDERS

### PROTECT Shrubs — Trees against Rabbits With COPPER SOAP



Castle Chemical Co.  
Castle Rock, Minn.

Easily applied with brush or sprayer. One application lasts all winter. Quarts, \$1.00 postpaid; gallons, \$3.00.

Write for detailed literature.

**SPECIAL PRICES TO NURSERYMEN.**  
**CASTLE CHEMICAL COMPANY**  
Castle Rock, Minn.

**STANDARD GARDEN TRACTORS**

Powerful Gas Tractors for Small Farms, Gardeners, Florists, Nurseries, Fruit Growers, Poultrymen.

**1 & 2 Cylinders**  
High Wheels, Rubber or Steel Tires, Walk or Ride  
Do Belt Work—Free Catalog

**STANDARD ENGINE CO.**  
Minneapolis, Minn. Philadelphia, Pa. New York, N.Y.  
4034 Como Ave. 2540 Market St. 302 Cedar St.

### BUSINESS BUILDER CARDS

Your advertisement printed on the front. Any picture printed on the back. (Picture of yourself or business, etc.)  
Expensive Linen Finish, size 4 1/2 x 2 1/2 ins. \$3.95 per 1000. Send only \$1.00, balance C.O.D. Samples, 10c.

**ELGIN DISTRIBUTORS**  
PB-823, Huntington, W. Va.

### NURSERY TOOLS

Nursery Spades, Kunde Knives and Pruning Shears, Budding and Grafting Supplies, Tree Surgery Equipment.

Write for Free 36-page Catalogue.

**A.M. LEONARD & SON**

PIQUA, OHIO

## SUPPLIES — TOOLS

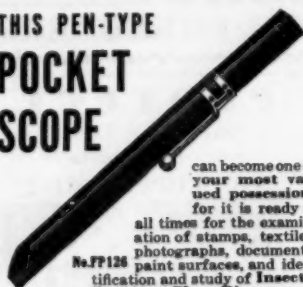


FOR  
**Tree Surgeons  
Landscape Men  
Nurserymen - Growers**

Send today for a free copy of the  
**— BLUE BOOK —**  
The most descriptive and complete  
catalogue listing the largest and most  
select stock available.

**AMERICAN  
FLORIST SUPPLY**  
... 1335  
W. Randolph St. **CHICAGO**

## THIS PEN-TYPE POCKET SCOPE



can become one of  
your most val-  
ued possessions  
for it is ready at  
all times for the exami-  
nation of stamps, textiles,  
photographs, documents,  
No. 77128 paint surfaces, and iden-  
tification and study of Insects,  
Fungi and Plant Diseases.

4 3/4" long. 25 power. Solid Brass.  
Postpaid in U. S. A., \$2.00; 8 for \$5.00.

**HORTICULTURAL SERVICE**  
Box 5613, Dept. A CLEVELAND, O.

## SACRIFICE Automotive Tree Mover

up-to-date—in perfect condition. Cost  
\$2,500 with improvements. Priced  
for quick sale—\$500.00 cash.

### BUSCH NURSERIES

R. D. 4, Millvale, Pa.  
(near Pittsburgh)

### ACME GRAFTING COMPOUND

A new grafting compound endorsed by Michigan  
State College. Moderately priced and applied cold  
with a brush. Used also as a protective coating  
for injury. We can also supply Hand and Brush  
grafting wax and wax heaters. Send for price list.  
Special prices in quantity lots to nurserymen.

**M. H. Hunt & Son,** 510 N. Cedar St.  
Lansing, Mich.

## ARIENS-Tiller



The American  
TILLAGE COMBINE  
**3 MODELS TO FIT  
EVERY NEED**

**ARIENS CO.**  
Box 710 Brillion, Wis.

## INDEX TO ADVERTISERS

American Florist Supply.....	34	Lansing Specialties Mfg. Co. ....	33
American Landscape School.....	31	Leonard & Son, A. M. ....	33
Andrews Nursery.....	29	Louisville Nurseries.....	25
Ariens Co. ....	34	Lovett, Lester C. ....	23
Arvey Corp. ....	36		
Augustine Nurseries.....	25	Maclean, Jean.....	30
		McGill & Son, A. ....	27
Bagatelle Nursery.....	21	McIlhenny, E. A. ....	17
Bailey Nurseries, J. V. ....	25	Meehan Co., Thomas B. ....	19
Ball, Inc., Geo. J. ....	35	Milton Nursery Co. ....	27
Barnes Bros. Nursery.....	21	Momm & Sons, Inc., Charles.....	28
Bear Creek Evergreen Nursery.....	31	Moran, E. C. ....	31
Bobbink & Atkins.....	21	Morse Co., A. B. ....	33
Bountiful Ridge Nurseries.....	29	Moss Co. ....	35
Boxwood Gardens.....	23	Mount Arbor Nurseries.....	20
Boyd Nursery Co. ....	31	Mountain View Floral Nurseries.....	27
Braden Nursery.....	28	Musser Forests.....	28
Burr & Co., C. R. ....	23		
Busch Nurseries.....	34	Natorp Co., W. A. ....	25
		Oberlin Peony Gardens.....	32
Castle Chemical Co. ....	33	Orenco Nursery Co. ....	27
Chase Co., Benjamin.....	35	Outpost Nurseries, Inc. ....	23
Clarke & Co., W. B. ....	17	Owen & Son, Inc., T. G. ....	25
Cloverset Flower Farm.....	36		
Coe, Ralph R. ....	28	Pacific Coast Nursery.....	26
Commercial Nursery Co. ....	29	Pacific Northwest Rose Nursery.....	27
Conigisky, B. F. ....	33	Pastor Wholesale Nursery, A. ....	25
Cottage Gardens.....	31	Perennial Nurseries.....	31
		Peterson & Dering, Inc. ....	27
Dayton Fruit Tree Label Co.....	35	Pitts Studios.....	33
Denison & Blair.....	27	Portland Wholesale Nursery Co.....	26
Doty & Doerner, Inc. ....	27	Princeton Nurseries.....	23
Dreer, Inc., Henry A. ....	23	Process Color Printing Co. ....	33
Dummett, Arthur.....	18		
		Quality Nurseries.....	18
Elgin Distributors.....	33		
Evergreen Nursery Co. ....	25	Rambo's Wholesale Nurseries, L. J. ....	28
Felins.....	36	Scarff's Nurseries.....	29
Forest Nursery Co. ....	14-15	Schifferli & Son Nurseries, F. E. ....	29
Foster Nursery Co. ....	29	Schumacher, F. W. ....	31
		Scotch Grove Nursery.....	25
Garden Shop, Inc. ....	35	Sherman Nursery Co. ....	25
Gardner Nurseries, Clark.....	32	Sherwood Nursery Co. ....	27
Gladwood Gardens.....	32	Sieenthaler Co. ....	19
Greening Nurseries.....	21	Soilmaster Co. ....	36
		Southern Nursery Co. ....	29
Herbst Bros. ....	19	Standard Engine Co. ....	33
Hess' Nurseries.....	19	Storrs & Harrison Co. ....	17
Hill Nursery Co., D. ....	25	Summit Nurseries.....	29
Hilltop Nurseries.....	25	Swink Nursery Co. ....	28
Hinsdale Nurseries, Inc. ....	25		
Hobbs & Sons, C. M. ....	29	Tariton Nurseries.....	29
Hogansville Nurseries.....	29	Tolleson Nurseries.....	21
Holton & Hunkel Co. ....	25	Twitly Nursery Co. ....	32
Home Nursery Co. ....	18		
Horticultural Service.....	34	Upton Gardens.....	31
Howard Rose Co. ....	26	Visser's Nurseries.....	23
Hunt & Son, M. H. ....	34		
		Washington Nurseries.....	27
Independent Fruit Co. ....	29	Waynesboro Nurseries, Inc. ....	21
		Weathered Oak Herb Farm.....	31
Jackson & Perkins Co. ....	23	Westminster Nurseries.....	23
Judson Wholesale Nurseries.....	29	Wiegand's Nursery.....	28
		Willis Nursery Co. ....	21
Kellay Bros. Co. ....	21	Wisconsin Moss Co. ....	35
Kemp Mfg. Co. ....	33	Wonderland Nurseries.....	28
Kirkman Nurseries.....	28	Woodruff & Sons, Inc., F. H. ....	32
Klein Nursery & Floral Co. ....	25	Wright, C. D. ....	19
Koster Co., Inc. ....	23	Wyman's Framingham Nurseries.....	23
LaBarr's Rhododendron Nursery.....	23		
Leke's Shenandoah Nurseries.....	22		

## THE Magazine Nurserymen READ

"We enjoy your publication.

Would not like to be without it."

Cowles & Waldren, West Concord, Minn.

January 1, 1940.



## PLANT PICTURES IN COLOR

**Books especially valuable for color illustrations**

**THE GARDEN IN COLOR.** By Louise Beebe Wilder.

Contains 318 pages of text and 320 color plates, representing fully 500 different varieties of plants suitable for garden use. Pictures of gardens, trees, shrubs, perennials, bulbs, vase arrangements. Formerly \$7.50; now only \$2.95

**ROSES OF THE WORLD IN COLOR.** By J. Horace McFarland.

Accurate color representations of old and new varieties and a source of cultural data accumulated over a period of over 40 years. Comments on about 500 of the roses best suited to American gardens. Varieties are listed alphabetically, giving originator and distributor and year of introduction.....\$3.75

**GARDEN BULBS IN COLOR.** By J. Horace McFarland, R. Marion Hatton and Daniel J. Foley.

Contains 275 color pictures and numerous half-tones, with brief text describing each plant and giving essential cultural information. The color records aid in planning harmonious color combinations in the garden. 296 pages.....\$3.50

**GARDEN FLOWERS IN COLOR.** By G. A. Stevens.

Pictures 400 flowers in full color. Accurately colored pictures of every important garden plant, in some cases covering several varieties of the same flower. Text tells briefly what each plant is and gives cultural directions. 320 pages.....\$1.98

**HILL'S BOOK OF EVERGREENS.** By L. L. Kumlén.

Fifty chapters, covering uses, description, propagation, historical and cultural information pertaining to evergreens; also, detailed information on pruning. 320 pages and 360 illustrations, 45 in full color.....\$3.50

### AMERICAN NURSERYMAN

508 S. Dearborn St.

CHICAGO

*Write for information on*  
**AUTOMOTIVE TREE MOVERS**  
**TREE MOVING CART**  
**WHEELED EVERGREEN CARRIER**  
**NURSERY HAND TRUCK**

Nurseries in all sections of the United States  
 are using our equipment.

**THE GARDEN SHOP, INC.,** 4819 Mission Road, Kansas City, Kan.

## WOOD LABELS

*For Nurserymen*

**DAYTON  
 FRUIT TREE LABEL  
 CO.**

Ray and Kiser Sts. DAYTON, O.

### Nursery and Florist SPHAGNUM MOSS

1939 crop is here. Large-size burlap and wire-bound bales. We have been gathering moss since 1890. The oldest dealer in the state. We send samples if you are interested. Write at once. Our reference, Dun & Bradstreet, Inc.

**THE MOSS CO.** Mather, Wis.

## LABELS FOR NURSERYMEN

**THE  
 BENJAMIN CHASE  
 COMPANY**  
 DERRY, N. H.

### SPHAGNUM MOSS

Unexcelled as nursery packing material. Economical because price low and very efficient. Write

**WISCONSIN MOSS CO.**  
 BARCOCK, WISCONSIN

## Those Plant Bands

Nursery stock will be economically grown and attractively presented, especially in these larger sizes with bottoms.



Easily unfolded and placed in flat.

### SIZES, PRICES AND SHIPPING WEIGHTS

Prices given are F.O.B.  
 our Warehouse  
 West Chicago, Ill.

	Wt.	
1 1/2 x 2 1/2	per 1000	
500.....	\$1.30	
1000.....	2.40	19 lbs.
2 1/2 x 3		
500.....	\$1.40	
1000.....	2.60	21 lbs.
2 1/2 x 2 1/2 x 3		
500.....	\$1.45	
1000.....	2.75	23 lbs.
3 x 3		
500.....	\$1.50	
1000.....	2.85	28 lbs.
3 x 3 x 4		
500.....	\$1.65	
1000.....	3.10	44 lbs.
4 x 3		
500.....	\$1.65	
1000.....	3.10	45 lbs.
4 x 4		
500.....	\$1.85	
1000.....	3.55	56 lbs.
3 x 3 x 6		
500.....	\$2.35	
1000.....	4.60	66 lbs.
4 x 4 x 6		
500.....	\$3.05	
1000.....	6.05	94 lbs.
6 x 6		
500.....	\$5.45	
1000.....	10.80	170 lbs.

### With Bottoms

4 x 4	
500.....	\$3.05
1000.....	6.05
4 x 4 x 6	
500.....	\$4.15
1000.....	8.20
6 x 6	
500.....	\$8.10
1000.....	16.10

### Quantity Discount

5% is allowed on orders of 25,000 made up of various sizes. If interested in larger quantities write us.

For further information and samples write us.

*Groff Ball*  
 I N C.  
 WEST CHICAGO  
 ILLINOIS

"FLOWER SEEDS FOR NURSERYMEN"  
 Send for Catalogue



Patent No. 2073695

## CLOVERSET POTS

Help You Grow Better Stock  
Help You Make More Profit  
Bring Your Business Up to Date

For Roses, Perennials, Chrysanthemums,  
Shrubs, Vines and Fruit Trees

CLOVERSET POTS ARE MADE OF ASPHALT IMPREGNATED FIBER STOCK

**They are durable** They are durable enough to permit growing your plants in them the entire growing season.

**They are light** They are light enough (they weigh only 1/20 as much as a clay pot of equal soil capacity) to be easily handled.

**They do not dry out** They are non-porous, which means they will not dry out quickly on hot or windy days, and therefore do not require constant watering as does a clay pot.

**They make the plant look larger and better** They are so finished in appearance that they add to the attractiveness of the plant grown in them.

**Large soil capacity** They are large enough to comfortably accommodate the roots in a natural position of any No. 1 Rose Plant and all the most saleable size shrubs and small trees.

**They are cheap in price** They are so cheap that they can be given away with the plant which insures the safe arrival, in first-class condition, of the plant grown in them, to its final destination.

**They make the nursery business an all summer business** They permit the nurseryman to extend his selling season from early spring through the summer and fall, and to plant Roses and other nursery stock grown in them even in the hottest summer weather, without the least sign of wilt of either the foliage or the blooms.

**You can sell your plants in bloom** By growing your stock in our pots you may sell it in full foliage and in Full Bloom, when it will command the best price, and most profits.

**They eliminate cut-rate competition** The use of our Cloverset Pots will enable you to eliminate the competition of the cut-rate drug and department stores, who cannot sell nursery stock in these big pots on account of the excessive weight and the expense of handling.

**Send us a sample order** Give them a trial and you will always use them.

Send us your order with your remittance, \$13.50 for 300 pots, 100 each of 3 sizes, or send for full information about sizes, prices and testimonials from users of our pots.

Carton of samples, by mail for 25c to pay postage

**CLOVERSET FLOWER FARM, 10520 Broadway Kansas City, Mo.**

## SOILMASTER PLANT FOOD

Nature's way of feeding plants. Cut down your replacements by using this high-grade humus mixture, which will feed the plant throughout the growing season. Clean, odorless and will not burn. Holds seven times its weight in water. Ideal for lawns, gardens, shrubs and trees. Gives you a three years' growth in two years.

### SODUS-ACID HUMUS

The same as Soilmaster except it is sour; used for acid-loving plants, such as blueberries, rhododendrons, evergreens, etc. Write for full information on our money-making proposition to nurserymen. Do not stock a single bag or spend one cent. We furnish the mat for your catalogue and do all the work. Just give us a little space in your catalogue or order blank; then watch your profits climb.

**The Soilmaster Company**  
Berrien Springs, Mich.



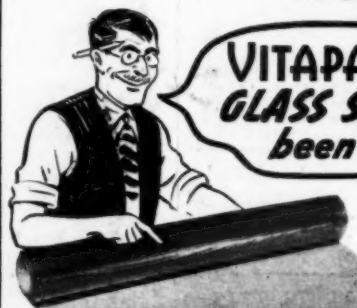
**More Than 100 Nurseries**  
are tying small nursery stock, cut flowers, parcel post bundles with

### FELINS BUNCH TYERS

ten times quicker than by hand — time IS money.

**FELINS MILWAUKEE WISCONSIN**  
2950 N. 14th St.

## NURSERYMEN!



**VITAPANE is the Versatile GLASS SUBSTITUTE You've been LOOKING FOR!**

**CAN BE USED WHEREVER GLASS IS USED**

**WEATHERPROOF • SHATTER-PROOF**

VITAPANE furnishes excellent insulation. Helps maintain uniform temperature and humidity.

VITAPANE comes in 50-foot rolls, 36 inches wide, packed individual carton.

**DON'T CONFUSE**

VITAPANE with any other glass substitutes. Vitapane is transparent, flexible, and has a glassy finish. (no gum, wax, or paraffin.) Odorless, greaseless, can be easily cleaned with a damp cloth.

**GUARANTEED 3 YEARS**

Get VITAPANE at your Seed or Hardware Dealer or

• **WRITE FOR FREE SAMPLE**

**VITAPANE**

CRYSTAL - CLEAR TRANSPARENT  
DURABLE GLASSY MATERIAL

**ADMITS OVER 60% ULTRA-VIOLET RAYS**

The latest development in flexible glass substitutes. Allows more light, permits easy inspection.

**USE VITAPANE MANY WAYS IN Greenhouses, Hot and Cold Bed Frames, Hot Houses, as Plant Protectors, and everywhere glass is generally in use.**

**ARVEY CORPORATION**

Exclusive Manufacturers of VITAPANE

3462 NORTH KIMBALL AVENUE Dept. AN1 CHICAGO, ILLINOIS